Sales Methodology Selection and Pilot

Select practices against an observed sales problem and test their usability before rollout.

Your reusable working template 1/2

1. Select one recurring sales motion and review recent work before comparing methods.
2. Record reasons beside every assessment; an essential mismatch overrides an attractive total score.
3. Choose a bounded pilot and inspect behaviors plus administrative burden.
4. Treat the sample duration as illustrative; choose your own review window and make a documented decision.

Sales motion: offer, segment, typical buying participants and delivery exposure

Observed failure: cite two recent work samples

Required behavior and the buyer evidence it should produce

Candidate A: suitable / unsuitable / untested, with reasons

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

Sales Methodology Selection and Pilot

Select practices against an observed sales problem and test their usability before rollout.

Your reusable working template 2/2

Candidate B or current-practice improvement: assessment and reasons

Essential requirements, licensing and operating effort

Pilot scope, owner, work samples and review date

Success evidence, burden checks and continue / adapt / stop decision

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

Sales Methodology Selection and Pilot

Select practices against an observed sales problem and test their usability before rollout.

Completed hypothetical example 1/2

Sales motion: offer, segment, typical buying participants and delivery exposure

Maintenance analytics for manufacturers; maintenance, operations and IT participate; data access is a delivery dependency.

Observed failure: cite two recent work samples

Two discovery records describe dashboards but omit production consequences and data approval.

Required behavior and the buyer evidence it should produce

Seller explores consequences and records buyer-checked impact, decision participants and next evidence step.

Candidate A: suitable / unsuitable / untested, with reasons

Problem-and-impact conversation practice: suitable to test; manager must observe questioning.

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

Sales Methodology Selection and Pilot

Select practices against an observed sales problem and test their usability before rollout.

Completed hypothetical example 2/2

Candidate B or current-practice improvement: assessment and reasons

Existing qualification checklist with five evidence fields: suitable to test; retain unknown values rather than guesses.

Essential requirements, licensing and operating effort

Must fit the existing CRM and manager review; verify reproduction permissions and training costs before procurement.

Pilot scope, owner, work samples and review date

Pilot with one manager and a small seller group for six weeks; compare comparable opportunities; manager owns review at end of week six.

Success evidence, burden checks and continue / adapt / stop decision

Review actual notes, buyer-agreed steps and seller preparation effort; adapt if forms fill but conversations do not improve. No claim of causal revenue lift.

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.