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The key is knowing the right car sales questions to ask customers — questions that
allow you to get to know them, their goals, potential issues, and needs. Yes, asking
questions does mean you'll be doing some talking, but you want to ask questions
that encourage the customer to open up, share their feelings, and hopefully, talk
more than you do.

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Format of the Sales Skills Assessment Test. The sales aptitude test is generally along the lines of a sales personality test though you can expect to answer questions relating to the specific knowledge of job skills, along with skills that are inherent in the sales profession. The exam consists of a multiple-choice format.

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