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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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What was the last car to be signed off by Enzo Ferrari himself? - F40; Jaguar - What type of feathers are used to brush the jaguars before they are painted to make sure they don ' t attract dust? - Emu; In what year was the Jaguar hood ornament removed from the front of the cars as a standard feature? - 2005

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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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