**Qualifying Questions**

Prospect Name:

Title:

Company:

Interested: Example – DISC 360 Assessments and Certifications

1. I’d love to learn more about you, tell me about your role?
2. Tell me more about the Assessments you use currently, are they a part of the culture?
3. If so, tell me about what you love about the current assessment? What are things you wish you could change?
4. Tell me about your ultimate objectives in terms of using assessments? What problem are you trying to solve?
5. Tell me more about your culture? How many employees total? How many employees/managers/leaders will participate in taking assessments?
6. Tell me more about the decision-making process? Do you have a deadline or know when you’ll make a final decision? Who on the team is a part of this process?
7. Are you looking at other vendors? Which ones? What do you like or dislike?
8. Tell me about the budget approval process, have you allotted a certain budget amount to assessments?
9. Do you have additional questions? Anything you’d like to discuss further that I didn’t cover?