
USPS Sales and Services Associates Training Exam Questions With 100% Correct Answers 2024/2025

Perception is - answer✓✓Reality

What are our goals? - answer✓✓Grow revenue, increase market share, develop lifetime customers.

What are some non-verbal communication cues? - answer✓✓Body movement, facial expressions, personal space.

The SSA shows communication is occurring when they ask the hazmat question? - answer✓✓True.

Communication skills require you to practice actively attending. What does S.O.L.E.R. represent? - answer✓✓Squarely face the person. Open your posture. Lean towards the sender. Eye contact. Relax.

What is a value proposition? - answer✓✓The value to the customer of the product features and benefits....how the customer feels the product meets their needs.

What is "need satisfaction selling"? - answer✓✓The understanding of a customer's needs through the use of probing questions and careful listening.

What are some examples of the use of the "language of needs"? - answer✓✓I need, I want, I'm looking for, It's important, etc.

When you sell maximum value you are meeting the customer's _____. - answer✓✓Needs.

What is a need? - answer✓✓A desire to improve or accomplish something.

An informed mutual decision with the customer on service/products is _____. - answer✓✓A successful sales transaction.

What does G.I.S.T. stand for in the processing of engaging customers? - answer✓✓Greet, Inquire, Suggest, Thank.

A common myth in communication is that listeners receive the same _____ all the time. - answer✓✓Message.

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