



SMART
GAMES
CLUB

Relax and learn

Educational e-game "Sales up"

'Sales up' is a simple cross-sells and upsells process educational game that teaches sellers one important thing - constantly and efficiently asking customers the right questions to sell more, while at the same time ensuring customer satisfaction. How much better results would there be if every time the seller would sell additional products to the customer! It's usually enough to ask just one well-formulated question. Teaching to ask this question is also one of the tasks of the game.

That's not all! Companies have the excellent opportunity to include, in the game, up to 50 of their products, so that the sellers practice specific product selling rather than in general. This is how the sellers will get better acquainted with the company's products and satisfying customer needs.

„Sales up" game process:

The game is close to real life situations. In the game, the customer has already chosen something and it is important for the seller to offer more expensive product or to sell additionally something useful. The seller, who does it the best way, earns more points. The seller, who makes mistakes, loses points.

The game participant can see his progress, as well as get acquainted with the various additional selling theory nuances. Upon reaching a certain status in the game, the player's already familiar with the company's products and the nuances of the additional selling.

Main results of the game "Sales up":

- Participants of the game understand the processes of additional sales and are able to implement them in real life
- The players of the game are able to ask a customer a well-defined important question
- Participants of the game get a better idea of their company's products
- Participants of the game get acquainted with various additional theoretical selling aspects
- The company receives feedback from the game about an employee's knowledge understanding and dedication
- Improved sales results

Individually:

By playing "Sales up" individually, you get into a world in which you have to play the roles of various sales specialists to decide when to offer an additional product or service to a buyer who has already decided to buy something.

The choice seems to be simple - your task is to earn more money, while ensuring that the buyer is happy after buying what you offered. This can be achieved by either offering an additional product or by offering something more expensive, but more appropriate to the needs of the buyer. By choosing the right option, you will earn points.

However, there is also the probability of mistaking - if you offer something inappropriate to the needs of the buyer or do it in the wrong way, the buyer will pull a long face and go away upset. In addition, you will lose your points, moving away from victory.

This simple game will help you to learn the basics of additional sales and improve your sales skills.

Try Sales up demo version.

Send your name, last name and nickname at sales@smartgames.club and we will send you back the access asap.