



🚧 Objection Handling Tracker

Template by Stefanos Karakostas and Dean Dapkin

📌 Important

Use this framework and their answers as a starting point. The right answers should reflect your product's positioning and your company's vision and culture.

👉 Hover over each table row and click **Open** to view the contents within that page.

All Objections By Stream By Industry Filter Sort 🔍

Value Stream Objection Source Add Filter

All Objection	Objection Source	Tags	Industry	Value Stream	Current Customer	Count	Added By
👁️ "No local support in region or language"	ACME Inc.	Localization	Retail	Team	<input checked="" type="checkbox"/>	4	👤 Stefanos Kar
👁️ "Price is too high"	Example Inc.	Pricing	Entertainment	Personal	<input type="checkbox"/>	3	👤 Stefanos Kar
👁️ "Lacks automation possibilities"	Art Official Intellig...	API	Finance	Enterprise	<input checked="" type="checkbox"/>	1	👤 Stefanos Kar
👁️ "Doesn't support preferred payment method"	Company Name	Payments	HR Tech	Team	<input type="checkbox"/>	5	👤 Stefanos Kar
👁️ "Negative reviews or feedback on G2"	G2	Social Proof	Hospitality	Social Proof	<input checked="" type="checkbox"/>	2	👤 Stefanos Kar
👁️ "Limited integrations"	Company Name	Integrations	Retail	Integrations	<input type="checkbox"/>	7	👤 Stefanos Kar
👁️ "Concerns over speed and performance"	Another FAKE Co...	Speed/Perfor...	Financial Services	Core Platform	<input type="checkbox"/>	6	👤 Stefanos Kar
👁️ "Competitor's more comprehensive"	Brooks & Associat...	Feature Set	E-commerce	Core Platform	<input checked="" type="checkbox"/>	2	👤 Stefanos Kar
👁️ "Vendor lock-in concerns"	Dummy Data Inc.	Vendor Lock	Education	Privacy/Security	<input type="checkbox"/>	5	👤 Stefanos Kar
👁️ "Product is too complex"	Fake Corporation	Complex Offer...	Healthcare	Core Platform	<input checked="" type="checkbox"/>	4	👤 Stefanos Kar
👁️ "Product isn't scalable"	ACME Inc.	Scalability	Logistics	Core Platform	<input type="checkbox"/>	3	👤 Stefanos Kar
👁️ "Unclear ROI"	Example Inc.	Use Case	Retail	Value Proposition	<input type="checkbox"/>	7	👤 Stefanos Kar
👁️ "Migration is difficult"	Art Official Intellig...	Migration	Entertainment	Core Platform	<input checked="" type="checkbox"/>	6	👤 Stefanos Kar
👁️ "Long implementation"	Company Name	Implementation	Finance	Postmarket Support	<input type="checkbox"/>	8	👤 Stefanos Kar

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