

PowerSchool – Best Sales Questions

I noticed from your website the district uses 8 separate applications. How does that impact you and your staff?

Districts have found when there are many disparate systems; there is a low adoption rate of the solutions. Are your current systems widely adopted here and how do you track the usage?

Based on an independent study, only 13% of parents are engaged in their child's learning. I'm curious, what are you doing here to help parents stay involved in?

I was reading through your district's strategic plan and vision statement and was very impressed. Can you tell me more about how you have aligned and leveraged your current technology toward fulfillment of this plan?

PowerSchool commissioned an independent study of school administrators stating that 96% of educators feel that having a single source of data leads to greater efficiencies. What are you doing to efficiently manage the data in your district?

We all know that there is a direct correlation to parent engagement and student performance; does your five-year technology plan include a solution to increase parent engagement?

State educational standards are constantly changing, how are you as a district staying on top of the changes and tracking student performance to those standards?

In my experience, one of the top reasons schools look into PowerSchool is because their current system just isn't user friendly enough and I'm interested if this mirrors your own experience. I'm curious to learn what kind of adoption rates you're seeing from your faculty for your current system?

Our clients saved over \$450M in 2016 using online registration. What obstacles have held you back in the past from moving to an online solution?

We've seen a much more successful rollout for clients when goals are fully transparent across the board. What does success look like for you, your team and the district during this project?

Studies show that teachers spend on average over an hour and a half per day on administrative tasks; what would your teachers say are the critical roadblocks your teachers are facing that take the most time out of their day?

In a recent poll from PowerSchool it showed 60% of teachers want their technology in the classroom all under a single sign on. What is the biggest complaint you hear from your faculty and staff in regards to technology?

Most schools start implementation of an SIS before February 1st. What does your timeline look like and what steps do we need to take to make this timeline?

Have you been involved in guiding the development efforts of your ERP solution, and how would you like to be involved?

What are some of your personal and district goals?

What are the top things you wish your SIS/ERP or other district software could do that would make you more efficient?

What aren't you getting out of your system now that would improve the day-to-day activities for your staff and administration?

Where does this product evaluation rank in terms of importance to your district and schools technology initiatives?

How many solutions does your staff and students access on a daily basis and do they have separate login/password information to access these systems?

What current processes are you looking to automate through the transition to PowerSchool? I understand our initial conversation surrounds the SIS, however, we have an array of partners and new products that many of my clients have found to benefit the district beyond our core SIS. With this in mind, tell me a bit about your technology initiatives

Teachers only spend 43% teaching due to other administrative tasks. What initiatives are you considering to address this?

How are you using data to drive more informed decisions to drive student success?

65% of parents want to be more engaged with their student, what technologies or initiatives are you considering to address this?

On average, only 43% of a teacher's time is spent teaching, what benefits do you see in giving teachers more of that time back?

If there were no restrictions on you, what would you change and why?

I just recently read an article in Ed week and it mentions how districts in New York faced struggles in the collection and use of their data. Do you find yourself with those similar events?

Is district leadership prepared for managing the change? Would you like our assistance to help manage the change? Have end users been informed a change is coming? Are they involved?

How much does each of your intervention programs cost per student?

Have you done a project like this before, and how did it go?

Why are willing to talk to me?

Talk to me about your concerns related to eTech and the challenges you are facing.

What does the classroom of tomorrow look like to you? How does that change if you have unlimited resources?

What is your role in creating the future classroom?

As a district, how do you organize to decide and agree on what your direction will look like?

65% of parents want more access to their child's data, what are you currently doing to increase communication with the parents and community?

What strategic concerns are you currently having?

What impact are you hoping a new solution like PowerSchool X will have on your district/school and students?

Tell me about your evaluation process, who's involved in it, how are you planning to fund this strategic initiative?

If you were king, what would be the top 5 things you could change about your current solution and why?

Knowing what you know about PowerSchool, what would you recommend to your colleagues and where are areas could we improve on?

What is limiting you from progressing and reaching your goals?

What do you need to get out of this meeting in order to call it a successful meeting?

What is your end goal of success and what is your biggest fear in getting there?

Research shows that teachers only spend 43% of their day in the classroom teaching. Why do you think they spend less than half their day teaching?

How are you as a district planning to address [insert challenge here]?

What is the impact of status quo and what are the costs associated staying the course?

What is stopping you from achieving your goals? Why?

How would you measure success?

With parent involvement being a key factor in student success, what tools do you provide for parents to promote engagement after the school day is over?

How does your current X provider plan to enhance their solution to meet your growing need around personalized learning?

What is your plan to ensure that all educators have deeper individual student insight without needing to be tech savvy?

What are current challenges your district is facing?

What are the activities that take up most of your time?

What have been your past experiences with implementing new products/solutions?

What are your top initiatives for the next 6/12/18 months, and what consequences would there be if these initiatives were not successful?

Other districts using your current solution tell me that getting error-free SIF submissions of their EPIMS, SCS, and SIMS reports are a challenge. What are your thoughts?

How did you hear about our product/service/company?

PowerSchool did a National survey, and we found on average teachers have an 11hr day with only 35% is instructional. What instructional initiatives do you currently have going on in your district?

According to Southwest Educational Development Lab, “when Schools, families, and community groups work together to support learning, children tend to do better in school, stay in school longer, and like school more.” How do your students currently engage with your teachers? Digitally? How about your parents?

What is the most challenging part of your job?

What is so important about making a change now?

Describe your relationship with your current partner? What’s good and should not change, what has got to change?

If there were no budgetary constraints, what would change or implement within the district?

If you could change one thing about your current technology or systems use, what would it be?