

100% Pass 2026 Salesforce Sales-101: Salesforce Certified Sales Foundations–Professional Valid Exam Topics



P.S. Free & New Sales-101 dumps are available on Google Drive shared by PassReview: https://drive.google.com/open?id=1J28ZljVmqp85nKVq_UB2U1RKhA6qSbD1

We believe that the greatest value of Sales-101 training guide lies in whether it can help candidates pass the examination, other problems are secondary. And at this point, our Sales-101 study materials do very well. We can proudly tell you that the passing rate of our Sales-101 Exam Questions is close to 100%. That is to say, almost all the students who choose our products can finally pass the exam. What are you waiting for? Just rush to buy our Sales-101 learning braindumps!

Our Sales-101 exam review contains the latest test questions and accurate answers along with the professional explanations. A little attention to prepare Sales-101 practice test will improve your skills to clear exam with high passing score. For most busy IT workers, Sales-101 Dumps PDF is the best alternative to your time and money to secure the way of success in the IT field.

>> **Sales-101 Valid Exam Topics** <<

Free PDF Sales-101 - Marvelous Salesforce Certified Sales Foundations Valid Exam Topics

In a knowledge-based job market, learning is your quickest pathway, your best investment. Knowledge is wealth. Modern society needs solid foundation, broad knowledge, and comprehensive quality of compound talents. Our Sales-101 certification materials can help you transfer into a versatile talent. Many job seekers have successfully realized financial freedom with the assistance of our Sales-101 test training. All your dreams will be fully realized after you have obtained the Sales-101 certificate. Finding a good paying job is available for you. Good chances are few. Please follow your heart.

Salesforce Certified Sales Foundations Sample Questions (Q106-Q111):

NEW QUESTION # 106

How can whitespace analysis improve a sales representative's account management strategy?

- A. Analyzes contract length and segment to identify retention opportunities.
- **B. Determines current products and opportunities to sell additional products.**
- C. Identifies key stakeholders and decision makers to nurture relationships.

Answer: B

Explanation:

Determining current products and opportunities to sell additional products is how whitespace analysis can improve a sales rep's account management strategy. Whitespace analysis is the process of identifying gaps or opportunities in an account where the sales rep can offer more products or services that can add value to the customer. Whitespace analysis helps to increase revenue, profitability, and customer loyalty, as well as to prevent competitors from entering the account.

NEW QUESTION # 107

Which factor can the sales representative focus on to win the customer first and support their sales quota long term?

- A. Maximizing opportunities
- **B. Customer experience**
- C. Product evangelism

Answer: B

Explanation:

Customer experience is the factor that the sales representative can focus on to win the customer first and support their sales quota long term, because it is the sum of all the interactions and emotions that the customer has with the sales representative and the company throughout the sales cycle and beyond. A positive customer experience can lead to customer satisfaction, loyalty, retention, and advocacy, which can result in repeat purchases, referrals, and testimonials. Product evangelism and maximizing opportunities are not the best answers, because they are more focused on the sales representative's own goals and interests, rather than the customer's. Product evangelism is about promoting the product's features and benefits, but it may not address the customer's specific needs or challenges. Maximizing opportunities is about increasing the contract value or volume, but it may not align with the customer's budget or expectations. References: Certification - Sales Representative - Trailhead, [Sales Rep Training: Prepare Your Team to Sell Successfully - Trailhead]

NEW QUESTION # 108

A sales representative is working with a new customer who has provided an abundance of information about their company's goals and objectives.

Which challenge could the sales rep encounter when developing the scope of a sales solution?

- A. Difficulty understanding the customer's pain points
- **B. Available discounts and payment terms to offer to the customer**
- C. The customer's lack of product knowledge

Answer: B

Explanation:

A challenge that the sales rep could encounter when developing the scope of a sales solution for a new customer who has provided an abundance of information about their company's goals and objectives is the available discounts and payment terms to offer to the customer. The sales rep needs to balance the customer's budget and expectations with the company's profitability and policies. The sales rep also needs to consider the competitive landscape, the value proposition, and the customer's decision criteria. The sales rep should consult with their manager or team to determine the best pricing strategy and negotiation tactics for the deal. References: [Sales Rep Training: Negotiate and Close], [Cert Prep: Salesforce Certified Sales Representative: Negotiate and Close]

NEW QUESTION # 109

A sales representative has spent countless hours on due diligence to make the appropriate recommendation. At the last minute, the customer makes an unexpected objection. The sales rep is surprised and wants to better understand where this objection is coming from.

Which approach should the sales rep take?

- **A. Revisit the discovery phase of the sales process.**
- B. Highlight customer success stories to build credibility.
- C. Acknowledge the objection and try to close with a different tactic.

Answer: A

Explanation:

The discovery phase of the sales process is where the sales representative uncovers the customer's pain points, needs, goals, and challenges. By revisiting the discovery phase, the sales rep can better understand where the objection is coming from, and whether it is a valid concern or a hidden motive. Revisiting the discovery phase can also help the sales rep restate the value proposition, reinforce the benefits of the solution, and address any gaps or misunderstandings that may have caused the objection. The other options are not effective approaches, as they may ignore the customer's perspective, damage the trust, or create more resistance. References:

- * Cert Prep: Salesforce Certified Sales Representative, unit "Value Selling"
- * [Sales Rep Training], unit "Sell with Value"
- * Salesforce Certified Sales Representative Exam Guide, section "Value Selling"

NEW QUESTION # 110

A sales representative is engaging in a discovery conversation with a prospect. Which approach should the sales rep take during this conversation?

- A. Share the information gathered from online research about the customer's company.
- **B. Ask open-ended questions to understand the prospect's challenges and goals.**
- C. Present the history and innovation of their company in bringing new products to market.

Answer: B

Explanation:

Asking open-ended questions to understand the prospect's challenges and goals is the approach that the sales rep should take during a discovery conversation with a prospect. A discovery conversation is a conversation that helps to uncover information about the prospect's situation, needs, pain points, and objectives. Asking open-ended questions is an effective way to elicit detailed and meaningful responses from the prospect, as well as to show interest and empathy for their challenges and goals.

NEW QUESTION # 111

.....

Many people choose to sign up for the Salesforce Sales-101 certification examinations in order to advance their knowledge and abilities. We offer updated and actual Salesforce Sales-101 Dumps questions that will be enough to get ready for the Salesforce Sales-101 test. Our Salesforce Sales-101 questions are 100% genuine and will certainly appear in the next Salesforce Sales-101 test.

New Sales-101 Dumps Ebook: https://www.passreview.com/Sales-101_exam-braindumps.html

Salesforce Sales-101 Valid Exam Topics If you failed, we promise to full refund, And if you haven't received our Sales-101 exam braindumps in time or there are some trouble in opening or downloading the file, you can contact us right away, and our technicals will help you solve it in the first time, With all Sales-101 practice materials being brisk in the international market, our Sales-101 practice materials are quite catches with top-ranking quality, This kind of Sales-101 exam prep is printable and has instant access to download, which means you can study at any place at any time.

You will enjoy a warm welcome after you pass the Salesforce Certified Sales Foundations exam, It should take only days, If you failed, we promise to full refund, And if you haven't received our Sales-101 Exam Braindumps in time or there are some trouble in opening Sales-101 or downloading the file, you can contact us right away, and our technicals will help you solve it in the first time.

2026 Sales-101 Valid Exam Topics | High-quality 100% Free New Sales-101 Dumps Ebook

With all Sales-101 practice materials being brisk in the international market, our Sales-101 practice materials are quite catches with top-ranking quality, This kind of Sales-101 exam prep is printable and has instant access to download, which means you can study at any place at any time.

And the day you become certificated has to be put off again and again.

- Exam Dumps Sales-101 Provider Sales-101 Free Practice Exams New Sales-101 Study Notes Search for ➡ Sales-101 and download exam materials for free through ➡ www.pass4test.com Printable Sales-101 PDF
- 2026 Pass-Sure Salesforce Sales-101 Valid Exam Topics Search for ➡ Sales-101 and download it for free immediately on www.pdfvce.com Sales-101 New APP Simulations
- Pass Guaranteed Salesforce - Sales-101 - Salesforce Certified Sales Foundations –Efficient Valid Exam Topics Immediately open ➡ www.practicevce.com and search for ✓ Sales-101 ✓ to obtain a free download Test Sales-101 Testking
- Sales-101 New Soft Simulations Sales-101 New Soft Simulations Test Sales-101 Testking Go to website ▶ www.pdfvce.com ◀ open and search for ➡ Sales-101 to download for free Sales-101 Exam Cost
- Pass Guaranteed Salesforce - Sales-101 - Salesforce Certified Sales Foundations –Efficient Valid Exam Topics

- Download { Sales-101 } for free by simply entering www.practicevce.com website [Latest Sales-101 Dumps Ppt](#)
- Printable Sales-101 PDF [Sales-101 New Soft Simulations](#) [Training Sales-101 Pdf](#) [Search for « Sales-101 »](#) and easily obtain a free download on www.pdfvce.com [Sales-101 Valid Dumps Pdf](#)
 - New Sales-101 Study Notes [Sales-101 Valid Study Plan](#) [Sales-101 Valid Dumps Pdf](#) ↗ The page for free download of [Sales-101](#) [on \[www.prepawayexam.com \]](#) will open immediately [Latest Sales-101 Dumps Ppt](#)
 - Valid Braindumps Sales-101 Free [Sales-101 Reliable Test Guide](#) [Latest Sales-101 Dumps Ppt](#) [Easily obtain free download of \[Sales-101\]\(#\) \[by searching on \\[www.pdfvce.com\\]\\(http://www.pdfvce.com\\)\]\(#\)](#) [Sales-101 Free Practice Exams](#)
 - Latest Sales-101 Dumps Ppt [Sales-101 Valid Dumps Pdf](#) [Sales-101 Valid Study Plan](#) [Copy URL](#) [www.examcollectionpass.com](#) [open and search for \[Sales-101\]\(#\)](#) [to download for free \[Training Sales-101 Pdf\]\(#\)](#)
 - Pass Guaranteed Salesforce - Sales-101 - Salesforce Certified Sales Foundations –Efficient Valid Exam Topics [Search for \[Sales-101\]\(#\)](#) [and download exam materials for free through \[www.pdfvce.com\]\(http://www.pdfvce.com\)](#) [New Sales-101 Exam Practice](#)
 - Sales-101 Valid Exam Topics - Latest Version [Search on \[www.examdiscuss.com\]\(http://www.examdiscuss.com\)](#) [for \[Sales-101\]\(#\)](#) [to obtain exam materials for free download \[New Sales-101 Study Notes\]\(#\)](#)
 - woodywpru433331.thebloggers.com, nanauncs632740.losblogos.com, reganqwhg943610.blogdanica.com, jonasrzod244025.ourcodeblog.com, chiarazkjr820869.dailyblogzz.com, isocialfans.com, vinnymyo470690.blogdanica.com, nicolenzhm222720.yourkwikimage.com, janayyuc940904.bloggip.com, phobelgnl230848.blogoxo.com, Disposable vapes

BTW, DOWNLOAD part of PassReview Sales-101 dumps from Cloud Storage: https://drive.google.com/open?id=1J28ZljVmqp85nKVq_UB2U1RKhA6qSbD1