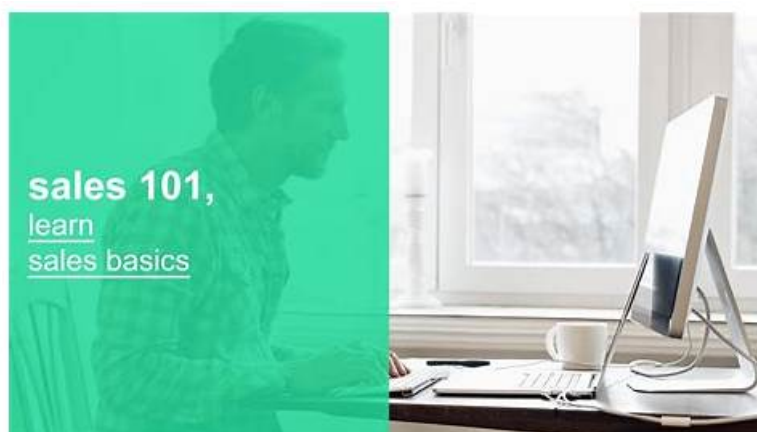


Sales-101認証試験、Sales-101テストトレーニング



無料でクラウドストレージから最新のJPNTest Sales-101 PDFダンプをダウンロードする：<https://drive.google.com/open?id=1MbQLh80gn-1UpJF51mJz77mKIWK9Kd7>

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Salesforce Sales-101 認定試験の出題範囲：

トピック	出題範囲
トピック 1	Forecasting: This section of the exam measures skills of Account Executives and assesses forecasting accuracy, evaluating risks and opportunities, and understanding the inputs that drive forecasting. It ensures consistency in opportunity management and reliable business predictions.
トピック 2	Planning: This section of the exam measures skills of Account Executives and covers territory planning, engaging key accounts, and calculating sales quota attainability. It also emphasizes developing strong business relationships and partnerships with key roles and personas to drive long-term success.
トピック 3	Customer Engagement: This section of the exam measures skills of Sales Representatives and focuses on building credibility through thought leadership, using multiple touchpoints to generate interest, and aligning solutions with customer needs. It also highlights the importance of nurturing relationships and driving product adoption for maximum value.
トピック 4	Deal Management: This section of the exam measures skills of Account Executives and includes qualifying prospects, understanding customer strategies and challenges, and defining solution scope. It emphasizes presenting value propositions, addressing challenges to close deals, and securing customer commitment for formal contracts.
トピック 5	Pipeline Management: This section of the exam measures skills of Sales Representatives and involves generating new pipeline opportunities, analyzing pipeline health, and ensuring data integrity. It also covers monitoring progression across sales stages and improving customer relevance.

>> Sales-101認証試験 <<

Sales-101テストトレーニング & Sales-101過去問題

私たちのSales-101試験問題集は、もちろん、さまざまな国で人気があります。同時に、私たちのグローバル市

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Salesforce Certified Sales Foundations 認定 Sales-101 試験問題 (Q109-Q114):

質問 # 109

A sales representative is in the closing stages of a deal and wants to summarize the benefits their solution provides to the customer. What should the sales rep use to build their business case?

- **A. Value map**
- B. Feature list
- C. Contract review

正解: A

解説:

A value map is a tool that can be used to build a business case by summarizing the benefits that the solution provides to the customer. A value map shows how the solution aligns with the customer's strategic objectives, key performance indicators (KPIs), pain points, and needs. A value map also quantifies the expected outcomes and return on investment (ROI) for the customer. References: <https://www.salesforce.com/resources/articles/value-selling/#value-selling-tools>

質問 # 110

A sales representative closed a deal with a customer 6 months ago. The customer is now experiencing issues with the solution and the sales rep is trying to assess the customer's realized value. What should the sales rep do?

- A. Try to sell additional products or services to increase the realized value.
- B. Acknowledge the customer's concerns while trying to find easier customers.
- **C. Reassess the customer's expected value based on the current situation.**

正解: C

解説:

Realized value is the difference between the expected value and the actual value that the customer receives from using the solution. If the customer is experiencing issues with the solution, the sales rep should reassess the customer's expected value based on the current situation, identify any gaps or discrepancies, and work with the customer to resolve them and ensure their satisfaction. References: <https://www.salesforce.com/resources/articles/customer-success/#customer-success-metrics>

質問 # 111

A new sales representative is struggling to fill the top of their sales funnel. What is the potential benefit of revisiting dead opportunities?

- A. To see if new decision makers are available
- B. To gain customer feedback and improve their approach
- **C. To determine if the customer needs have changed**

正解: C

解説:

Determining if the customer needs have changed is a potential benefit of revisiting dead opportunities. Dead opportunities are prospects who did not buy the product for various reasons, such as budget, timing, or fit. Revisiting dead opportunities can help to identify if their situation has changed, if their pain points have increased, or if they are more open to considering the product again. References: <https://www.salesforce.com/resources/articles/lead-generation/#lead-generation-strategies>

質問 # 112

A sales representative is using a creative problem-solving process to help their customer uncover breakthrough solutions. What is the name of this approach?

- A. Design thinking
- B. Linear sales
- C. Agile methodology

正解: A

解説:

Design thinking is a creative problem-solving process that involves understanding the customer's needs, challenges, and goals, and generating innovative solutions that address them. Design thinking is based on five stages: empathize, define, ideate, prototype, and test. By using design thinking, sales representatives can help their customers discover new possibilities, overcome obstacles, and create value. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Use Design Thinking to Solve Customer Problems".

* What is Design Thinking? - updated 2024 | IxDF

* Design thinking, explained | MIT Sloan

質問 # 113

A company is struggling to acquire new customers. After careful analysis, it realizes its value proposition is not resonating with potential customers, so it develops a new value proposition.

Which metric should the company use to track the effectiveness of the new value proposition?

- A. Lead conversion rate
- B. Lead quality score
- C. Customer satisfaction score

正解: A

解説:

Lead conversion rate is a metric that the company should use to track the effectiveness of the new value proposition. A value proposition is a statement that summarizes how the product can solve the customer's problems, fulfill their needs, and provide them with benefits that outweigh the costs. Lead conversion rate is a measure of how many leads (prospects who have shown interest in the product) become customers (prospects who have bought the product). Lead conversion rate helps to evaluate how well the value proposition resonates with potential customers and influences their purchase decisions. References: <https://www.salesforce.com/resources/articles/value-proposition/#value-proposition-metrics>

質問 # 114

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