効率的なSales-101問題トレーリング &合格スムーズ Sales-101学習体験談 |真実的なSales-101日本語サンプル Salesforce Certified Sales Foundations

P.S.JPNTestがGoogle Driveで共有している無料の2026 Salesforce Sales-101ダンプ：https://drive.google.com/open?id=1MbhQLh80gn-1UpJF51mJz77mKIWK9Kd7

IT領域での主要な問題が質と実用性が欠くということを我々ははっきり知っています。JPNTestのSalesforceのSales-101の試験問題と解答はあなたが必要とした一切の試験トレーニング資料を準備して差し上げます。実際の試験のシナリオと一致で、選択問題（多肢選択問題）はあなたが試験を受かるために有効な助けになれます。JPNTestのSalesforceのSales-101「Salesforce Certified Sales Foundations」の試験トレーニング資料は検証した試験資料で、JPNTestの専門的な実践経験に含まれています。

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	• 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 2	• 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.
トピック 3	• 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 4	• Customer Success: This section of the exam measures skills of Sales Representatives and explains post-sales actions, order booking, and fulfillment. It also reviews the customer journey after the sale and evaluates the realized versus expected value to ensure satisfaction and retention.

>> Sales-101問題トレーリング <<

Sales-101学習体験談 & Sales-101日本語サンプル

最も早い時間で簡単にSalesforceのSales-101認定試験に合格したいですか。JPNTestを選んだ方が良いです。JPNTestは長年の努力を通じて、SalesforceのSales-101認定試験の合格率が１００パーセントになっていました。

Salesforce Certified Sales Foundations 認定 Sales-101 試験問題 (Q19-Q24):

質問 #19
A sales representative identifies a strong business case for a customer and hosts a demo to show them potential offerings and solutions.
What is the next sales pipeline stage the sales rep should enter to summarize and address the potential customer's needs?

- A. Proposal
- B. Prospecting
- C. Lead Qualification

正解：A

解説：
According to the Salesforce Sales Representative Learning objectives, the proposal stage is the next step after the demo stage, where the sales rep should summarize the customer's needs, present the value proposition, and address any objections or concerns. The proposal stage is also where the sales rep should negotiate the terms and conditions of the deal, and ask for the customer's commitment to buy. References:
* Sales Rep Training: Create Effective Selling Habits
* Sales Pipeline Stages: A Visual Guide

質問 #20
A sales representative is having challenges getting access to the decision maker to close a deal.
How can the sales rep convince their contact to make an introduction to the decision maker?

- A. Share a customer success story based on real-world use cases and results.
- B. Focus the discussion on the contact's role and responsibilities.
- C. Increase the frequency of engagement with the contact.

正解：A

解説：
Sharing a customer success story is a powerful way to convince a contact to make an introduction to the decisionmaker, as it demonstrates the value and credibility of the sales rep's solution. A customer success story should include the following elements: the customer's challenge, the solution they implemented, and the results they achieved. The sales rep should also tailor the story to match the contact's industry, role, and pain points, and highlight how the solution can help them achieve their goals. By sharing a customer success story, the sales rep can create a sense of urgency and curiosity in the contact, and motivate them to introduce the sales rep to the decision maker who can benefit from the solution as well. References:
* Sales Rep Training: Create Effective Selling Habits, unit "Use Customer Success Stories to Sell with Value".
* Cert Prep: Salesforce Certified Sales Representative, unit "Close Deals with Value".

質問 #21
Asales representative wants to show a prospect the value of their product or service.
Which type of document should the sales rep provide to the prospect?

- A. Whitespace analysis
- B. Marketing whitepaper
- C. Sales proposal

正解：C

解説：
A sales proposal is adocument that outlines the benefits and features of a product or service, as well as the pricing and terms of the deal. A sales proposal is designed to persuade the prospect to buy from the sales rep by showing them the value of the solution and how it meets their needs. A sales proposal should be customized to the specific prospect and their situation, and should include a

clear call to action. References:
* Sales Rep Training: Create Effective Selling Habits (Unit: Write Winning Sales Proposals)
* Cert Prep: Salesforce Certified Sales Representative (Unit: Sales Strategy and Planning)

質問＃22
A sales representative wants to drive the adoption of a new product with a customer.
How should the sales rep address the customer's question: "What's in it for me?"

- A. Articulate the business value.
- B. Provide product documentation.
- C. Offer a product sample.

正解：A

解説：
Articulating the business value is how the sales rep should address the customer's question: "What's in it for me?" Business value is the benefit or advantage that the product provides to the customer in terms of improving their situation, solving their problems, fulfilling their needs, or achieving their goals. Articulating the business value helps to show the customer how the product can help them succeed and grow.References:
https://www.salesforce.com/resources/articles/value-selling/#value-selling-definition

質問＃23
A Universal Containers sales representative is working with an account prospect to get them more comfortable with the company's offerings and solutions.
Which approach would help the sales rep educate the prospect about their offerings and solutions?

- A. Share a current customer story for an account in a similar industry as the prospect.
- B. Tell the prospect about similar industry solutions, even if some may not be relevant.
- C. Try to impress the prospect by using their industry's jargon when describing each offering.

正解：A

解説：
Sharing a current customer story for an account in a similar industry as the prospect is an approach that can help the sales rep educate the prospect about their offerings and solutions. A customer story is a testimonial or case study that showcases how the sales rep's solution helped a customer achieve their goals, overcome their challenges, and improve their situation. A customer story can help the prospect relate to the solution, understand its value, and trust its credibility.References:https://www.salesforce.com/resources/articles/customer-stories/#customer-stories-tips

質問＃24
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