

Sales-101 Dumps & Sales-101 Zertifizierungsprüfung



Hier möchte ich über eine Kernfrage sprechen. Alle Salesforce Sales-101 Zertifizierungsprüfungen sind wichtig. Im Zeitalter, wo die Information hoch entwickelt ist, ist It-Pruefung nur eine der zahlreichen Websites. Warum wählen viele Leute It-Pruefung? Denn die Prüfungsmaterialien von It-Pruefung werden Ihnen sicher beim Bestehen der Salesforce Sales-101 Prüfung helfen. It-Pruefung aktualisiert ständig seine Materialien und Trainingsinstrumente. Mit den Prüfungsfragen und Antworten zur Salesforce Sales-101 Zertifizierungsprüfung von It-Pruefung werden Sie mehr Selbstbewusstsein für die Prüfung haben. Sie brauchen sich keine Sorgen um das Risiko der Prüfung zu machen. Sie können ganz mühelos die Prüfung bestehen.

Auf unterschiedliche Art und Weise kann man verschiedene Zwecke erfüllen. Was wichtig ist, dass man welchen Weg einschlägt. Viele Leute beteiligen sich an der Salesforce Sales-101 Zertifizierungsprüfung, um seine Lebens- und Arbeitsumstände zu verbessern. Wie alle wissen, dass es nicht so leicht ist, die Salesforce Sales-101 (Salesforce Certified Sales Foundations) Zertifizierungsprüfung zu bestehen. Für die Prüfung verwendet man viel Energie und Zeit. Traurigerweise haben sie die Salesforce Sales-101 Prüfung noch nicht bestanden.

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Sales-101 Zertifizierungsprüfung, Sales-101 Examsfragen

Um unsere It-Pruefung eine der zuverlässigen Marken im Gebiet der IT zu werden, bieten wir Sie die vollständigsten und die neuesten Prüfungsaufgaben der Salesforce Sales-101. Mit Hilfe unserer Softwares bestanden fast alle Käufer Salesforce Sales-101, die als eine sehr schwere Prüfung gilt, mit Erfolg. Deshalb haben wir Konfidenz, Ihnen unseren Produkten zu empfehlen. Wir können noch garantieren, falls Sie die Salesforce Sales-101 mit Hilfe unserer Software noch nicht bestehen, geben wir Ihnen die volle Gebühren zurück. Alles in allem hoffen wir, dass Sie sich beruhigt vorbereiten.

Salesforce Sales-101 Prüfungsplan:

Thema	Einzelheiten
Thema 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.

Thema 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.
Thema 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.
Thema 4	• 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.
Thema 5	• 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.

Salesforce Certified Sales Foundations Sales-101 Prüfungsfragen mit Lösungen (Q107-Q112):

107. Frage

What is the primary benefit of team selling at a key account?

- A. Reduces the workload for individual sales representatives
- **B. Leverages collective expertise to meet customer expectations**
- C. Provides the customer with multiple points of contact

Antwort: B

Begründung:

Team selling is a strategy of using a group of salespeople with different skills and expertise to sell to and serve major accounts. The primary benefit of team selling at a key account is that it leverages the collective expertise of the team members to meet the customer's expectations and needs. Team selling can help create value for the customer by providing customized solutions, addressing complex problems, and delivering superior service. Team selling can also help build trust and loyalty with the customer by demonstrating commitment, collaboration, and professionalism. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Build and Maintain Relationships with Key Accounts"

* Team Selling: The Secret Weapon in Major Accounts

108. Frage

A sales representative wants to track which opportunities in their pipeline contain items that customers need for an event next month. How does tracking this help the sales rep manage risk?

- A. These deals must be assigned a surcharge.
- B. These deals can move to the next stage.
- **C. These deals can be expedited if required.**

Antwort: C

Begründung:

Tracking which opportunities in their pipeline contain items that customers need for an event next month helps the sales rep manage risk by allowing them to expedite these deals if required. These deals have a higher urgency and a shorter sales cycle than other deals, and they may face challenges such as inventory shortages, delivery delays, or customer dissatisfaction. By tracking these deals, the sales rep can prioritize them, communicate with the customer and the internal team, and ensure that the items are delivered on time and meet the customer's expectations. References: [Sales Rep Training: Manage Your Pipeline], [Cert Prep: Salesforce Certified Sales Representative: Manage Your Pipeline]

109. Frage

What is stage velocity in a sales pipeline?

- A. The average length of a customer's contract
- **B. The pace a deal moves from one stage to another**
- C. The number of stages an opportunity must go through

Antwort: B

Begründung:

Stage velocity is the pace a deal moves from one stage to another in a sales pipeline. It is a measure of how quickly and efficiently a sales representative can move an opportunity from the initial contact to the final close. Stage velocity can help the sales representative to forecast more accurately, identify and remove any bottlenecks or obstacles, and optimize their sales process. The number of stages an opportunity must go through or the average length of a customer's contract are not the correct definitions of stage velocity, although they may affect it. The number of stages may vary depending on the complexity and size of the deal, and the average length of a customer's contract may depend on the type and value of the solution. References: Certification - Sales Representative - Trailhead, [Sales Rep Training>Create Effective Selling Habits - Trailhead]

110. Frage

A customer experiences issues with a product after the sale is complete. The sales representative and service team were not able to resolve the issue.

What is the best course of action in this scenario?

- **A. Escalate the issue to higher-level stakeholders and work collaboratively to find a solution.**
- B. Highlight that all procedural processes have been completed and there is nothing more they can do until more details are known.
- C. Acknowledge the issue and explain to the customer that service is responsible for fixing it.

Antwort: A

Begründung:

When a customer experiences issues with a product after the sale is complete, the sales representative should not pass the responsibility to the service team, nor should they give up on finding a solution. Instead, the sales representative should escalate the issue to higher-level stakeholders, such as managers, executives, or product experts, and work collaboratively with them and the service team to find a solution that satisfies the customer.

This shows the customer that the sales representative cares about their success and is willing to go the extra mile to resolve the issue.

References: [Sales Rep Training: Handle Customer Issues], [Cert Prep: Salesforce Certified Sales Representative: Service and Support]

111. Frage

In which way should a sales representative drive trust through professional competency?

- A. Understanding the buyer's experience in the market and years of service
- B. Asking questions to look for common interests, personal motivators, and hesitation
- **C. Collecting and processing information on products, competitors, and industries**

Antwort: C

Begründung:

Professional competency is the ability to demonstrate knowledge and skills that are relevant and valuable to the customer. By collecting and processing information on products, competitors, and industries, a sales rep can show their expertise, credibility, and confidence in providing solutions that meet the customer's needs and expectations.

References: <https://trailhead.salesforce.com/en/content/learn/modules/sales-representative-certification-prep/sales-representative-certification-prep-prepare-for-your-exam>

112. Frage

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Unser IT-Prüfung ist eine fachliche IT-Website. Ihre Erfolgsquote beträgt 100%. Viele Kandidaten haben das schon bewiesen. Weil wir ein riesiges IT-Expertenteam hat, das nach ihren fachlichen Erfahrungen und Kenntnissen die Salesforce Sales-101 Prüfungsfragen und Antworten bearbeitet, um die Interessen der Kandidaten zu schützen und zugleich ihren Bedürfnisse abzudecken. Nach den Bedürfnissen der Kandidaten haben sie zielgerichtete und anwendbare Schulungsmaterialien entworfen, nämlich die Schulungsunterlagen zur Salesforce Sales-101 Zertifizierungsprüfung, die Fragen und Antworten enthalten.

Sales-101 Zertifizierungsprüfung: <https://www.it-pruefung.com/Sales-101.html>

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