

적중율 좋은 Sales-101 최고 합격덤프덤프로 Salesforce Certified Sales Foundations 시험패스

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멋진 IT전문가로 거듭나는 것이 꿈이라구요? 국제적으로 승인받는 IT인증 시험에 도전하여 자격증을 취득해보세요. IT전문가로 되는 꿈에 더 가까이 갈 수 있습니다. Salesforce인증 Sales-101 시험이 어렵다고 알려져 있는 건 사실입니다. 하지만 ExamPassdump의 Salesforce인증 Sales-101 덤프로 시험준비공부를 하시면 어려운 시험도 간단하게 패스할 수 있는 것도 부정할 수 없는 사실입니다. ExamPassdump의 Salesforce인증 Sales-101 덤프는 실제 시험문제의 출제방향을 철저히 연구해낸 말 그대로 시험대비 공부자료입니다. 덤프에 있는 내용만 마스터하시면 시험패스는 물론 멋진 IT전문가로 거듭날 수 있습니다.

Salesforce Sales-101 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none">• 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.
주제 2	<ul style="list-style-type: none">• 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.
주제 3	<ul style="list-style-type: none">• 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.
주제 4	<ul style="list-style-type: none">• 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.

>> Sales-101 최고 합격덤프 <<

최근 인기 시험 Sales-101 최고 합격덤프 덤프데모 다운받기

ExamPassdump Salesforce Sales-101 덤프의 질문들과 답변들은 100%의 지식 요점과 적어도 98%의 시험 문제들을 커버하는, 수년 동안 가장 최근의 Salesforce Sales-101 시험 요점들을 컨설팅 해 온 시니어 프로 IT 전문가들의 그룹에 의해 구축됩니다. ExamPassdump의 IT 전문가들이 자신만의 경험과 끊임없는 노력으로 최고의 Salesforce Sales-101 학습 자료를 작성해 여러분들이 Salesforce Sales-101 시험에서 패스하도록 도와드립니다.

최신 Sales Professional Sales-101 무료샘플문제 (Q16-Q21):

질문 # 16

After a number of meetings and conversations, a sales representative is invited to pitch to a prospective customer. How should the sales rep build credibility with the prospect to better their chances of a successful pitch?

- A. Base the pitch on discovery research into the prospect's customers' challenges.
- B. Base the pitch on what the prospect has explicitly told them in previous conversations.
- C. Base the pitch on the sales rep's company's proven, most successful product lines.

정답: A

설명:

Basing the pitch on discovery research into the prospect's customers' challenges is a way to build credibility with the prospect and increase the chances of a successful pitch. This shows that the sales rep has done their homework, understands the prospect's business and market situation, and can provide solutions that can help them serve their customers better. References: <https://www.salesforce.com/resources/articles/sales-pitch/#sales-pitch-tips>

질문 # 17

A sales representative is approached by a prospect who is having difficulty managing their customer data effectively and is struggling to track sales activity and customer interactions.

Which first step should the sales rep take to define the scope of a solution for the prospect?

- A. Assemble a diverse project team.
- B. Frame the challenge.
- C. Suggest organizing their data in a spreadsheet.

정답: B

설명:

The first step in defining the scope of a solution for a prospect is to frame the challenge, which means understanding the problem, the desired outcome, and the value proposition. Framing the challenge helps the sales rep to align with the prospect on their needs and goals, and to establish credibility and trust. Framing the challenge also helps the sales rep to identify the key stakeholders, decision makers, and influencers involved in the buying process, and to tailor their communication and messaging accordingly. References:

* Sales Rep Training: Define the Scope of a Solution

* Cert Prep: Salesforce Certified Sales Representative: Define the Scope of a Solution

질문 # 18

A sales representative delivers a proposal and checks in with the prospect on the perceived value and alignment. At which stage are they in the sales process?

- A. Collaborate
- B. Connect
- C. Confirm

정답: C

설명:

The stage in the sales process where a sales representative delivers a proposal and checks in with the prospect on the perceived value and alignment is typically known as the "Confirm" stage. During this phase, the sales rep seeks to ensure that the proposal meets the prospect's needs and expectations, and that there is a mutual understanding of the value the solution offers. This step is crucial for moving towards closing the sale, as it involves resolving any outstanding questions or concerns and solidifying the prospect's commitment to proceeding. Salesforce outlines various stages in the sales process, and the confirmation stage is critical for validating that both parties are aligned before finalizing the deal.

Reference: Salesforce Sales Cloud - Sales Process

질문 # 19

A sales representative uses job titles as an indicator to qualify leads.

Which relevant information does the job title typically indicate about the lead to the sales rep?

- A. Whether the lead has sufficient buying power
- B. Whether the lead is engaged in the sales process
- C. Whether the lead is based within their region

정답: A

설명:

Whether the lead has sufficient buying power is the relevant information that the job title typically indicates about the lead to the sales rep. A lead is a prospect who has shown interest in the product or service that the sales rep offers. A job title is a designation or position that a person holds in an organization or company. A job title helps to indicate whether the lead has sufficient buying power, which means that they have the authority or influence to make a purchase decision or approve a budget for the product or service.

질문 # 20

A sales representative wants to transition to a recommendation in a way that demonstrates their ability to provide a competitive solution.

What should they use?

- A. Solution unit
- B. Summary statement
- C. Success story

정답: C

설명:

A success story is what the sales representative should use to transition to a recommendation in a way that demonstrates their ability to provide a competitive solution, because it shows the customer how the sales rep's solution has helped other customers with similar needs and challenges, and what results and benefits they have achieved. A success story can also help to build trust and credibility with the customer, and inspire them to take action. A summary statement or a solution unit are not the best answers, because they are not as effective as a success story in demonstrating the sales rep's competitive advantage. A summary statement is a brief recap of the customer's situation, needs, and desired outcomes, but it does not show how the sales rep's solution can meet them. A solution unit is a specific feature or benefit of the sales rep's solution, but it does not show how it has worked for other customers or what outcomes it can deliver. References: Certification - Sales Representative - Trailhead, Sales Rep Training: Customer Engagement - Trailhead

질문 # 21

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ExamPassdump는 고객님의게서Salesforce Sales-101첫번째 시험에서 패스할수 있도록 최선을 다하고 있습니다. 만일 어떤 이유로 인해 고객님의Salesforce Sales-101시험에서 실패를 한다면 ExamPassdump는Salesforce Sales-101덤프비용 전액을 환불 해드립니다. 시중에서 가장 최신버전인Salesforce Sales-101덤프로 시험패스 예약하세요.

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