

# Pass Guaranteed Quiz Pass-Sure Sales-101 - Latest Salesforce Certified Sales Foundations Questions



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As job seekers looking for the turning point of their lives, it is widely known that the workers of recruitment is like choosing apples--viewing resumes is liking picking up apples, employers can decide whether candidates are qualified by the Sales-101 appearances, or in other words, candidates' educational background and relating Sales-101 professional skills. Knowledge about a person and is indispensable in recruitment. That is to say, for those who are without good educational background, only by paying efforts to get an acknowledged Sales-101 Certification, can they become popular employees. So for you, the Sales-101 latest braindumps compiled by our company can offer you the best help.

## Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>• <b>Customer Engagement:</b>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Forecasting:</b> 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.</li> </ul>

>> Latest Sales-101 Questions <<

## Sales-101 Pass Torrent & Sales-101 Exam Guide & Sales-101 Exam Pass4Sure

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### Salesforce Certified Sales Foundations Sample Questions (Q58-Q63):

#### NEW QUESTION # 58

A sales representative spends time building their pipeline with many opportunities. Their conversion percentage is fairly high, yet the total pipeline volume is far from their quota.

Which strategy would help the sales rep increase their pipeline health?

- A. Challenge their manager about whether their sales quota is realistic.
- B. Be patient knowing that the numbers will eventually improve over time.
- **C. Analyze the potential deal size and decision makers' authority.**

**Answer: C**

Explanation:

Analyzing the potential deal size and decision makers' authority is the best strategy to increase the pipeline health, because it can help the sales rep to prioritize the most valuable and likely opportunities, and focus on influencing the key stakeholders who can approve the purchase. This can increase the average deal size and the win rate, and ultimately help the sales rep to achieve their quota. Being patient or challenging the manager are not effective strategies, because they do not address the root cause of the low pipeline volume, and may result in missed targets or reduced motivation. The sales rep should take proactive actions to improve their pipeline quality and quantity, and seek feedback and guidance from their manager if needed. References: Certification - Sales Representative - Trailhead, [Sales Rep Training: Create Effective Selling Habits - Trailhead]

#### NEW QUESTION # 59

A sales representative is strategizing on how to most effectively communicate with a key prospect.

Which approach should they take?

- A. Send emails to the prospect less frequently.
- **B. Provide unique selling points to the prospect that add value each time.**
- C. Repeat key messaging to make sure it lands with the prospect.

**Answer: B**

Explanation:

Providing unique selling points to the prospect that add value each time is the approach that the sales rep should take to communicate

with a key prospect. A unique selling point is a feature or benefit of the product that distinguishes it from competitors and appeals to the prospect's pain points or needs. Providing unique selling points helps to show how the product can help the prospect succeed and grow, as well as to persuade them to take action.

#### NEW QUESTION # 60

Which sales quota measurement focuses on the end result rather than the relationship with the customer?

- A. Lead conversion rate
- B. Calls made
- C. Onsite visits

**Answer: A**

Explanation:

A sales quota is a target or goal that a sales representative or a sales team is expected to achieve within a given period of time. Sales quotas can be measured by different criteria, such as revenue, profit, units sold, market share, or customer satisfaction. A lead conversion rate is the percentage of leads that become customers. This is a sales quota measurement that focuses on the end result rather than the relationship with the customer, as it reflects the final outcome of the sales process. The other options are sales quota measurements that focus on the relationship with the customer, as they reflect the activities and interactions that the sales representative or the sales team performs to engage and nurture the leads. References:

\* Cert Prep: Salesforce Certified Sales Representative, unit "Assess Risks and Opportunities"

\* [Sales Rep Training], unit "Create Effective Selling Habits"

\* Salesforce Certified Sales Representative Exam Guide, section "Assess Risks and Opportunities"

#### NEW QUESTION # 61

A sales representative presents a solution and the customer is interested in moving forward. How can the sales rep gain the customer's commitment and close the deal?

- A. Negotiate to finalize the contract.
- B. Propose and schedule an additional demo.
- C. Develop a roadmap with complementary products.

**Answer: A**

Explanation:

Negotiating is the final stage of the sales process, where the sales rep and the customer agree on the terms and conditions of the deal. Negotiating helps to overcome any remaining objections, address any concerns, and close the deal with mutual satisfaction. References: <https://www.salesforce.com/resources/articles/sales-process/#negotiate>

#### NEW QUESTION # 62

A sales representative is given an objection and shows respect for the customer's opinion. What level of listening is the sales rep leveraging?

- A. Attentive
- B. Selective
- C. Empathetic

**Answer: C**

Explanation:

Empathetic listening is the level of listening that the sales rep is leveraging when they show respect for the customer's opinion after receiving an objection. An objection is a reason or concern that the customer has for not buying the product or service that the sales rep offers. Empathetic listening is a type of listening that involves understanding and sharing the feelings and emotions of the customer, as well as acknowledging and validating their perspective. Empathetic listening helps to build trust and rapport, reduce resistance, and resolve objections.

