

# 2026 Authoritative New Sales-101 Study Plan | Sales-101 100% Free Latest Test Materials



BTW, DOWNLOAD part of Test4Cram Sales-101 dumps from Cloud Storage: <https://drive.google.com/open?id=1Ja80vZnoAJAHAYm5a1VnCb7w7GWM4bH>

If you are one of such frustrated candidates, don't get panic. Test4Cram declares its services in providing the real Sales-101 PDF Questions. It ensures that you would qualify for the Salesforce Certified Sales Foundations (Sales-101) certification exam on the maiden strive with brilliant grades. Test4Cram has formulated the Salesforce Certified Sales Foundations (Sales-101) product in three versions. You will find their specifications below to understand them better.

Getting the Salesforce Certified Sales Foundations certification exam is necessary in order to get a job in your desired tech company. Success in the Salesforce Certified Sales Foundations (Sales-101) certification exam gives you an edge over the others because you will have certified skills. The Salesforce Certified Sales Foundations certification exam badge will make a good impression on the interviewer. Most of the people planning to attempt the Sales-101 Exam are confused that how will they prepare and pass Sales-101 exam with good grades.

[\*\*>> New Sales-101 Study Plan <<\*\*](#)

## New Sales-101 Study Plan Will Be Your Wisest Choice to Pass Salesforce Certified Sales Foundations

First and foremost, we have high class operation system so we can assure you that you can start to prepare for the Sales-101 exam with our study materials only 5 to 10 minutes after payment. Fortunately, you need not to worry about this sort of question any more, since you can find the best solution in this website--our Sales-101 Training Materials. With our continued investment in technology, people and facilities, the future of our company has never looked so bright. There are so many advantages of our Sales-101 practice test and I would like to give you a brief introduction now.

### Salesforce Certified Sales Foundations Sample Questions (Q74-Q79):

#### NEW QUESTION # 74

Which aspects of a prospect's buying culture and climate should a sales representative consider as part of the qualification process?

- A. Decision-making process, urgency for change, and openness to new solutions
- B. Standard billing terms, legal authority, and payment methods
- C. Preferred communication channels, time zone, and office hours

**Answer: A**

Explanation:

In the qualification process, a sales representative should consider aspects of a prospect's buying culture and climate such as the decision-making process, urgency for change, and openness to new solutions.

Understanding these elements helps the sales rep tailor their approach to align with the prospect's priorities and decision-making dynamics. Knowing who is involved in the decision-making, how urgent the need for a solution is, and how receptive the organization is to adopting new technologies or approaches can significantly impact the strategy for engaging with the prospect and ultimately, the success of the sale.

Salesforce advocates for a thorough qualification process that includes assessing these factors to better understand the prospect's needs and how to effectively address them.

Reference: Salesforce Blog - Understanding Customer Needs

**NEW QUESTION # 75**

A company uses the BANT model for sales qualification.

What does BANT indicate to sales representatives?

- A. The deal is Beneficial, Acceptable to line management, Narrow in scope, and commercially Tight for sound legal management.
- B. The proposed approach meets the criteria of being Bold, Ambitious, Noteworthy, and Thorough.
- C. The prospective contact has Budget and Authority to buy, has Need for the product, and the Timing is right.

**Answer: C**

Explanation:

BANT is a sales qualification model that stands for Budget, Authority, Need, and Timing. It helps sales representatives identify and prioritize the most qualified prospects based on four key criteria:

\* Budget: The prospect has the financial resources to purchase the product or service.  
 \* Authority: The prospect has the decision-making power or influence to approve the purchase.  
 \* Need: The prospect has a specific problem or pain point that the product or service can solve.  
 \* Timing: The prospect has a clear timeline or urgency to buy the product or service. BANT helps sales representatives focus on the most promising opportunities, avoid wasting time on unqualified leads, and align their sales process with the customer's buying journey. References: [Cert Prep: Salesforce Certified Sales Representative: Qualify Leads], [Sales Rep Training: Qualify Leads]

**NEW QUESTION # 76**

A sales representative is fulfilling an order using the step-by-step instructions for that specific customer. What are these instructions known as?

- A. Fulfilment procedures
- B. Standard engagement steps
- C. Standard operating procedures

**Answer: C**

Explanation:

Standard operating procedures (SOPs) are detailed instructions that describe how to perform a specific task or process. SOPs help to ensure consistency, quality, and compliance in fulfilling orders for different customers.

References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-essentials-basics/salesforce-essentials-sales-process>

**NEW QUESTION # 77**

A sales representative is negotiating with a customer to renew their agreement. Historically, the customer has been unwilling to purchase additional products due to cost concerns.

Which type of strategy should the sales rep use?

- A. Bundle pricing
- B. Competitor-based pricing
- C. Price skimming

**Answer: A**

Explanation:

A type of strategy that the sales rep should use when negotiating with a customer who has been unwilling to purchase additional products due to cost concerns is bundle pricing. Bundle pricing is a pricing strategy that involves offering a set of products or services together at a lower price than if they were sold separately.

Bundle pricing can help the sales rep to increase the perceived value of the solution, cross-sell or upsell additional products or services, and differentiate from competitors. Bundle pricing can also help the customer to save money, simplify the purchase decision, and meet their needs more effectively. References: [Sales Rep Training: Negotiate and Close], [Cert Prep: Salesforce Certified Sales Representative: Negotiate and Close]

**NEW QUESTION # 78**

After a sales representative presents a value proposition to customers, they raise some objections. The sales rep understands their reasoning and negative emotional reaction.

Which step should the sales rep take next to address these objections?

- A. Compare risks and benefits using features, advantages, and benefits (FAB).
- B. Ask questions to determine if they can get the deal back on track.
- C. Stand by the solution and point out their misunderstanding.

**Answer: B**

Explanation:

Asking questions to determine if they can get the deal back on track is the next step that the sales rep should take to address the objections from the customers after understanding their reasoning and negative emotional reaction. Asking questions helps to understand the root cause, scope, and impact of the objections, as well as to show empathy and respect for the customers' concerns. Asking questions also helps to clarify any misunderstandings, provide relevant information, and propose solutions that address the objections.

References: <https://www.salesforce.com/resources/articles/sales-objections/#sales-objections-handling>

**NEW QUESTION # 79**

.....

Nowadays, having knowledge of the Sales-101 study braindumps become widespread, if you grasp solid technological knowledge, you are sure to get a well-paid job and be promoted in a short time. According to our survey, those who have passed the exam with our Sales-101 test guide convincingly demonstrate their abilities of high quality, raise their professional profile, expand their network and impress prospective employers. Most of them give us feedback that they have learned a lot from our Sales-101 Exam Guide and think it has a lifelong benefit. They have more competitiveness among fellow workers and are easier to be appreciated by their boss.

**Sales-101 Latest Test Materials:** [https://www.test4cram.com/Sales-101\\_real-exam-dumps.html](https://www.test4cram.com/Sales-101_real-exam-dumps.html)

To the new exam candidates especially, so it is a best way for you to hold more knowledge of the Sales-101 dumps PDF, The Sales-101 practice test dumps of common PDF version are very convenient to use, Salesforce New Sales-101 Study Plan It will be very useful to choosing a good training tool, Are you concerned for the training material for Sales-101 certification exam, And we will give you the most professions suggestions on our Sales-101 learning guide.

Tap the Fonts button to display the Fonts panel, then tap Fonts, Creating, Naming, and Modifying Settings, To the new exam candidates especially, so it is a best way for you to hold more knowledge of the Sales-101 Dumps PDF.

## **100% Pass Newest Sales-101 - New Salesforce Certified Sales Foundations Study Plan**

The Sales-101 practice test dumps of common PDF version are very convenient to use, It will be very useful to choosing a good training tool, Are you concerned for the training material for Sales-101 certification exam?

And we will give you the most professions suggestions on our Sales-101 learning guide.

DOWNLOAD the newest Test4Cram Sales-101 PDF dumps from Cloud Storage for free: <https://drive.google.com/open?id=1Ja80vZnoAJAHAYm5a1VnCb7w7GWM4bH>