

Sales-101 Valid Test Braindumps & Sales-101 Vce Test Simulator

It is known to us that the Sales-101 exam has been increasingly significant for modern people in this highly competitive word, because the Sales-101 test certification can certify whether you have the competitive advantage in the global labor market or have the ability to handle the job in a certain area, especial when we enter into a newly computer era. Therefore our Sales-101 practice torrent is tailor-designed for these learning groups, thus helping them pass the Sales-101 exam in a more productive and efficient way and achieve success in their workplace.

Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<ul style="list-style-type: none">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.

Topic 3	<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.
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Salesforce Certified Sales Foundations Sample Questions (Q11-Q16):

NEW QUESTION # 11

A sales representative is struggling with forecast accuracy due to a lack of insight into the potential success of various opportunities. Which technique will help improve the sales rep's forecasting accuracy?

- A. **Implementing AI-based deal scoring systems**
- B. Prioritizing deals based on seller intuition
- C. Focusing on industry trends to predict future outcomes

Answer: A

Explanation:

One of the techniques that can help improve the sales rep's forecasting accuracy is implementing AI-based deal scoring systems, such as Salesforce Einstein. AI-based deal scoring systems use machine learning algorithms to analyze historical and real-time data from various sources, such as CRM, email, calendar, and social media, and assign a score to each opportunity based on the likelihood of closing. The score reflects factors such as the customer's engagement level, buying signals, past behavior, and fit with the ideal customer profile. By using AI-based deal scoring systems, the sales rep can prioritize the most promising opportunities, focus on the best actions to move them forward, and forecast more accurately and confidently. References:

* Improve Sales Forecasting Accuracy with These Best Practices, section "Use AI to Score Deals".

* How to Improve Sales Forecasting Accuracy, section "Use AI to Score Deals".

NEW QUESTION # 12

What is stage velocity in a sales pipeline?

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

Answer: B

Explanation:

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]

NEW QUESTION # 13

How does understanding a customer's business strategies and goals help a sales representative scope a solution?

- A. Helps predict if the opportunity will close in the current quarter
- **B. Tailors the sales pitch and offers to align with the customers objectives**
- C. Allows the sales rep to move on to their next deal more quickly

Answer: B

Explanation:

Tailoring the sales pitch and offers to align with the customers objectives is how understanding a customer's business strategies and goals helps a sales rep scope a solution. Scoping a solution means defining and presenting the features, benefits, and value of the product that can address the customer's pain points and needs. Tailoring the sales pitch and offers helps to show how the solution can help the customer achieve their desired outcomes, as well as to differentiate it from competitors. References: <https://www.salesforce.com/resources/articles/sales-process/#present>

NEW QUESTION # 14

A customer's order was sent to the incorrect warehouse for fulfillment. The order has yet to be fulfilled. What should the sales representative check to fulfill the order through a different warehouse?

- **A. Product inventory**
- B. Pricing information
- C. Shipping time

Answer: A

Explanation:

Product inventory is what the sales rep should check to fulfill the order through a different warehouse. Product inventory shows the availability and location of the product in different warehouses. Checking product inventory helps to ensure that the order can be fulfilled in a timely and efficient manner, as well as to avoid any delays or errors. References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-essentials-basics/salesforce-essentials-sales-process>

NEW QUESTION # 15

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

Answer: B

Explanation:

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]

NEW QUESTION # 16

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Taking Sales-101 practice exams is also important because it helps you overcome your mistakes before the final attempt. When we talk about the Sales-101 certification exam, the Salesforce Sales-101 practice test holds more scoring power because it is all about how you can improve your Salesforce Certified Sales Foundations (Sales-101) exam preparation. Real4exams offers desktop practice exam software and web-based Sales-101 Practice Tests. These Sales-101 practice exams help you know and remove

mistakes. This is the reason why the experts suggest taking the Sales-101 practice test with all your concentration and effort.

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