

2026 Realistic Sales-101 Latest Test Simulator - Latest Salesforce Certified Sales Foundations Braindumps Free Pass Guaranteed Quiz



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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">• 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.

Topic 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.
Topic 5	<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.

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Managing time during the Salesforce Sales-101 exam is a challenging task. Most candidates cannot manage their time during the Salesforce Sales-101 exam, leave the questions, and fail. Time management skills can help students gain excellent marks in the Sales-101 Exam. Salesforce Sales-101 practice exam on the software helps you identify which kind of Salesforce Certified Sales Foundations Sales-101 questions are more time-consuming, and they would be able to assess their efficiency in answering questions.

Salesforce Certified Sales Foundations Sample Questions (Q38-Q43):

NEW QUESTION # 38

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. Confirm**
- B. Collaborate
- C. Connect

Answer: A

Explanation:

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

NEW QUESTION # 39

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

Answer: B

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 # 40

Which behavior should a sales representative display to establish credibility with a customer?

- **A. Be sincere and transparent, even if it means losing a sale.**
- B. Review the proposal and potential discount structures.
- C. Reiterate product info when there is hesitancy to move forward.

Answer: A

Explanation:

Credibility is the quality of being trusted and believed in by the customer. A sales representative can establish credibility by being sincere and transparent, even if it means losing a sale. This shows that the sales rep is honest, ethical, and customer-centric, and that they value the customer's best interests over their own. Being sincere and transparent can also help the sales rep build rapport, loyalty, and referrals with the customer. The other options are not effective ways to establish credibility, as they may come across as manipulative, self-serving, or repetitive. References:

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

* [Sales Rep Training], unit "Prepare Your Team to Sell Successfully"

NEW QUESTION # 41

A sales representative wants to drive the adoption of a new product with a customer.

How should the sales rep address the customer's question: "What's in it for me?"

- A. Offer a product sample.
- **B. Articulate the business value.**
- C. Provide product documentation.

Answer: B

Explanation:

Articulating the business value is how the sales rep should address the customer's question: "What's in it for me?" Business value is the benefit or advantage that the product provides to the customer in terms of improving their situation, solving their problems, fulfilling their needs, or achieving their goals. Articulating the business value helps to show the customer how the product can help them succeed and grow. References:

<https://www.salesforce.com/resources/articles/value-selling/#value-selling-definition>

NEW QUESTION # 42

How can a sales rep use whiteboarding while exploring a customer's business challenges?

- A. To illustrate how a product fits in with other products in the catalog
- **B. To organize ideas by level of importance**
- C. To present solutions without input from the customer

Answer: B

Explanation:

A sales rep can use whiteboarding while exploring a customer's business challenges to organize ideas by level of importance.

Whiteboarding is a technique that involves using a whiteboard or a similar tool to visually capture and structure information during a sales conversation. Whiteboarding can help the sales rep to understand the customer's situation, needs, and goals, and to prioritize the most critical issues or opportunities.

Whiteboarding can also help the sales rep to engage the customer in a collaborative dialogue, and to demonstrate their expertise and credibility. References: [Sales Rep Training: Explore Customer Needs], [Cert Prep: Salesforce Certified Sales Representative: Explore Customer Needs]

NEW QUESTION # 43

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