

Sales-101 Aktuelle Prüfung - Sales-101 Prüfungsguide & Sales-101 Praxisprüfung



Wir Pass4Test sind der zuverlässige Rückhalt für jede, die auf die Salesforce Sales-101 Prüfung vorbereiten. Alle, was Sie bei der Vorbereitung der Salesforce Sales-101 Prüfung brauchen, können wir Ihnen bieten. Nachdem Sie gekauft haben, werden wir Ihnen weiter hingebend helfen, die Salesforce Sales-101 Prüfung zu bestehen. Einjährige Aktualisierung der Software und 100% Rückerstattung Garantie, sind unser herzlicher Kundendienst.

Salesforce Sales-101 Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.
Thema 2	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.
Thema 3	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.
Thema 4	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.

>> Sales-101 Exam Fragen <<

Salesforce Sales-101 Zertifizierung & Sales-101 Prüfung

Unsere Prüfungsunterlage zu Salesforce Sales-101 (Salesforce Certified Sales Foundations) enthält alle echten, originalen und richtigen Fragen und Antworten. Die Abdeckungsrate unserer Unterlage (Fragen und Antworten) zu Salesforce Sales-101 (Salesforce Certified Sales Foundations) ist normalerweise mehr als 98%.

Salesforce Certified Sales Foundations Sales-101 Prüfungsfragen mit Lösungen (Q74-Q79):

74. Frage

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

Antwort: A

Begründung:

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>

75. Frage

A sales representative plans to attend a large industry conference.
How can the sales rep ensure the largest return on investment for attending the conference?

- A. Set up meet and greet opportunities with attendees.
- B. Attend as many networking events as possible.
- **C. Develop a targeted plan and coordinate a series of touchpoints.**

Antwort: C

Begründung:

Developing a targeted plan and coordinating a series of touchpoints is a way to ensure the largest return on investment for attending a conference by maximizing the opportunities to connect with potential prospects, customers, and partners. A targeted plan should include identifying the goals, audience, and message for the conference, as well as scheduling meetings, events, and follow-ups with key contacts. References: [https://www.](https://www.salesforce.com/resources/articles/sales-conference/#sales-conference-tips)

[salesforce.com/resources/articles/sales-conference/#sales-conference-tips](https://www.salesforce.com/resources/articles/sales-conference/#sales-conference-tips)

76. Frage

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

Antwort: B

Begründung:

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>

77. Frage

What is stage velocity in a sales pipeline?

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

Antwort: A

Begründung:

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]

78. Frage

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

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

Antwort: B

Begründung:

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"

79. Frage

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Wenn Sie Pass4Test wählen, können Sie 100% die Prüfung bestehen. Nach den Veränderungen der Prüfungsthemen der Salesforce Sales-101 aktualisieren wir auch ständig unsere Schulungsunterlagen und bieten neue Prüfungsinhalte. Pass4Test bietet Ihnen rund um die Uhr kostenlosen Online-Service. Falls Sie in der Salesforce Sales-101 Zertifizierungsprüfung durchfallen, zahlen wir Ihnen die gesamte Summe zurück.

Sales-101 Zertifizierung: <https://www.pass4test.de/Sales-101.html>

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