

Sales-101 Exam Cram Questions - Sales-101 Valid Test Papers



BTW, DOWNLOAD part of ITExamSimulator Sales-101 dumps from Cloud Storage: <https://drive.google.com/open?id=1LOkE80u7-KLyE74sxZ1y4uThjjWq>

On the one thing, our company has employed a lot of leading experts in the field to compile the Sales-101 exam torrents, so you can definitely feel rest assured about the high quality of our Sales-101 question torrents. On the other thing, the pass rate among our customers who prepared the exam under the guidance of our Sales-101 Study Materials has reached as high as 98% to 100%. What's more, you will have more opportunities to get promotion as well as a pay raise in the near future after using our Sales-101 question torrents since you are sure to get the Sales-101 certification.

Salesforce Sales-101 Exam Syllabus Topics:

| Topic | Details |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <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. |
| Topic 2 | <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 3 | <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. |

Sales-101 Valid Test Papers - Sales-101 Reliable Mock Test

To help our customer know our Sales-101 exam questions better, we have carried out many regulations which concern service most. You can ask what you want to know about our Sales-101 study guide. Once you submit your questions, we will soon give you detailed explanations. Even you come across troubles during practice the Sales-101 Learning Materials; we will also help you solve the problems. We are willing to deal with your problems. So just come to contact us.

Salesforce Certified Sales Foundations Sample Questions (Q122-Q127):

NEW QUESTION # 122

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

Answer: B

Explanation:

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.salesforce.com/resources/articles/sales-conference/#sales-conference-tips>

NEW QUESTION # 123

Before a sales representative can close a deal, they are providing the deadlines, payment schedule agreement, and requirements of the engagement.

Which document is the sales rep preparing to finalize this deal?

- A. Master service agreement
- B. **Statement of work**
- C. New order form

Answer: B

Explanation:

A statement of work is a document that the sales rep prepares to finalize a deal with the customer. A statement of work defines the scope, deliverables, timeline, and terms of the engagement between the sales rep's company and the customer. A statement of work helps to clarify expectations, responsibilities, and obligations for both parties, as well as to prevent any misunderstandings or disputes. References: <https://www.salesforce.com/resources/articles/statement-of-work/#statement-of-work-definition>

NEW QUESTION # 124

When assigned a new sales territory, what is the first step to prioritizing selling efforts?

- A. Determine the physical location of each account.
- B. Determine the number of accounts and territory size.
- C. **Identify the territory's key accounts.**

Answer: C

Explanation:

The first step to prioritizing selling efforts in a new sales territory is to identify the key accounts, which are the most valuable and strategic customers for the business. By focusing on the key accounts, the sales representative can maximize the impact of their efforts and build strong relationships with the decision-makers and influencers. Key accounts can also provide referrals, testimonials, and insights that can help the sales representative expand their network and opportunities in the territory. References:

* Sales Rep Training: Prioritize Your Selling Efforts

* Cert Prep: Salesforce Certified Sales Representative: Prioritize Your Selling Efforts

NEW QUESTION # 125

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

- A. Leadconversion rate
- B. Onsite visits
- C. Calls made

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 # 126

A sales representative wants to improve the overall health of their pipeline.

Why is it important to take a strategic approach to prospecting?

- A. Increase the number of customer engagements.
- B. Improve efficiency and return on investment.
- C. Reduce non-selling administrative efforts.

Answer: B

Explanation:

Prospecting is the process of identifying and reaching out to potential customers who are likely to buy your product or service. Taking a strategic approach to prospecting means having a clear plan, criteria, and method for finding and qualifying prospects. This can help improve the overall health of the pipeline, as it ensures that the sales representative is focusing on the most valuable and relevant opportunities, and not wasting time and resources on unqualified or uninterested leads. A strategic approach to prospecting can also improve the efficiency and return on investment of the sales process, as it can increase the conversion rate, shorten the sales cycle, and reduce the cost of acquisition. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Generate Leads and Opportunities"

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

NEW QUESTION # 127

.....

The web-based Salesforce Certified Sales Foundations (Sales-101) practice exam can be accessed through online browsing anywhere just with a stable internet connection. So the applicants can take the Sales-101 practice exam with ease for the preparation for the Sales-101 Exam. All browsers and operating systems support the web-based Sales-101 practice exam. Users can access it without installing or downloading any excessive plugins or software.

Sales-101 Valid Test Papers: <https://www.itexamsimulator.com/Sales-101-brain-dumps.html>

- Free PDF Quiz Salesforce - Sales-101 - Salesforce Certified Sales Foundations - Trustable Exam Cram Questions Immediately open [www.vceengine.com] and search for Sales-101 to obtain a free download Exam Sales-101 Training
- Download Salesforce Sales-101 Exam Dumps after Paying Affordable Charges Go to website www.pdfvce.com open and search for (Sales-101) to download for free Certification Sales-101 Exam Infor
- New Release Sales-101 PDF Questions [2026] - Salesforce Sales-101 Exam Dumps Open [

DOWNLOAD the newest ITExamSimulator Sales-101 PDF dumps from Cloud Storage for free: <https://drive.google.com/open?id=1LOkE80u7-KLyenJzN74sxZ1y4uThjjWq>