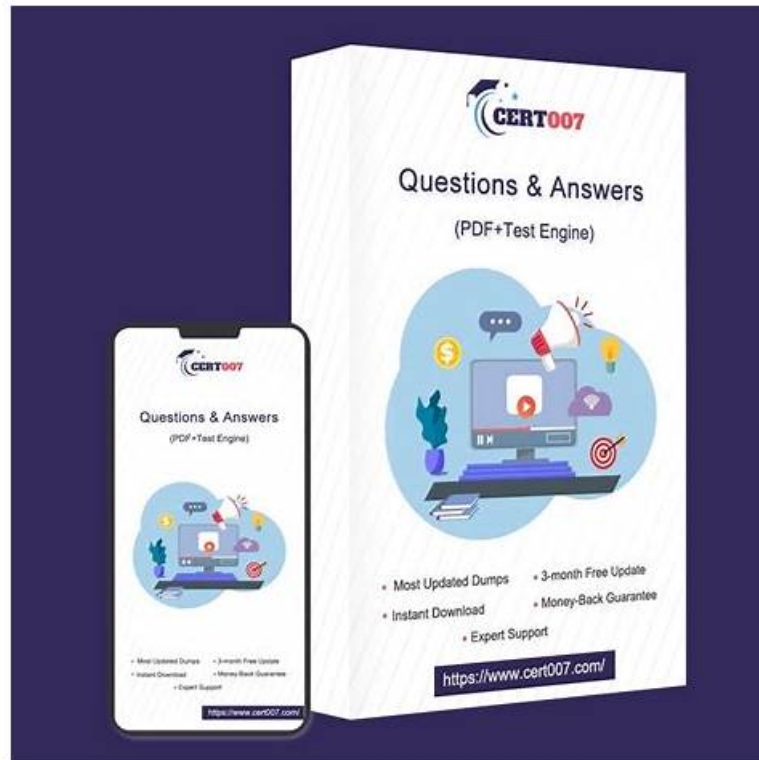


Sales-101 Online Tests & Sales-101 Prüfungssimulationen



Übrigens, Sie können die vollständige Version der DeutschPrüfung Sales-101 Prüfungsfragen aus dem Cloud-Speicher herunterladen: https://drive.google.com/open?id=1SPaCErD7FV7LHeCRiQABXz5pd_xW1yPL

Das Expertenteam von DeutschPrüfung hat neulich das effiziente kurzfristige Schulungsprogramm zur Salesforce Sales-101 Zertifizierungsprüfung entwickelt. Die Kandidaten sollen an dem 20-stündigen Kurs teilnehmen, dann können sie neue Kenntnisse beherrschen und ihre ursprüngliches Wissen konsolidieren und auch die Salesforce Sales-101 Zertifizierungsprüfung leichter als diejenigen, die viel Zeit und Energie auf die Prüfung verwendet, bestehen.

Salesforce Sales-101 Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.
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	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.
Thema 4	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.

- **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.

>> Sales-101 Online Tests <<

Sales-101 Pruefungssimulationen, Sales-101 Deutsch Prüfung

Die Revolution unserer Zeit ist ganz rasch. Wir sollen uns nicht passiv darauf umstellen, sondern damit aktiv Schritt halten. Wenn Sie Entscheidung treffen, an der Salesforce Sales-101 Prüfung teilzunehmen bedeutet, dass Sie eine nach besseren Berufschancen strebende Person. Wir DeutschPrüfung wollen den Personen wie Sie helfen, das Ziel zu erreichen. Die neueste und umfassendste Prüfungsunterlagen der Salesforce Sales-101 von uns können allen Ihrer Bedürfnissen der Vorbereitung der Salesforce Sales-101 anpassen.

Salesforce Certified Sales Foundations Sales-101 Prüfungsfragen mit Lösungen (Q92-Q97):**92. Frage**

A company is struggling to acquire new customers. After careful analysis, it realizes its value proposition is not resonating with potential customers, so it develops a new value proposition.

Which metric should the company use to track the effectiveness of the new value proposition?

- A. Lead quality score
- B. Customer satisfaction score
- **C. Lead conversion rate**

Antwort: C

Begründung:

Lead conversion rate is a metric that the company should use to track the effectiveness of the new value proposition. A value proposition is a statement that summarizes how the product can solve the customer's problems, fulfill their needs, and provide them with benefits that outweigh the costs. Lead conversion rate is a measure of how many leads (prospects who have shown interest in the product) become customers (prospects who have bought the product). Lead conversion rate helps to evaluate how well the value proposition resonates with potential customers and influences their purchase decisions. References: <https://www.salesforce.com/resources/articles/value-proposition/#value-proposition-metrics>

93. Frage

A sales representative has spent countless hours on due diligence to make the appropriate recommendation. At the last minute, the customer makes an unexpected objection. The sales rep is surprised and wants to better understand where this objection is coming from.

Which approach should the sales rep take?

- A. Acknowledge the objection and try to close with a different tactic.
- B. Highlight customer success stories to build credibility.
- **C. Revisit the discovery phase of the sales process.**

Antwort: C

Begründung:

The discovery phase of the sales process is where the sales representative uncovers the customer's pain points, needs, goals, and challenges. By revisiting the discovery phase, the sales rep can better understand where the objection is coming from, and whether it is a valid concern or a hidden motive. Revisiting the discovery phase can also help the sales rep restate the value proposition, reinforce the benefits of the solution, and address any gaps or misunderstandings that may have caused the objection. The other options are not effective approaches, as they may ignore the customer's perspective, damage the trust, or create more resistance. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Value Selling"

* [Sales Rep Training], unit "Sell with Value"

* Salesforce Certified Sales Representative Exam Guide, section "Value Selling"

94. Frage

In which way should a sales representative drive trust through professional competency?

- A. Asking questions to look for common interests, personal motivators, and hesitation
- B. Understanding the buyer's experience in the market and years of service
- **C. Collecting and processing information on products, competitors, and industries**

Antwort: C

Begründung:

Professional competency is the ability to demonstrate knowledge and skills that are relevant and valuable to the customer. By collecting and processing information on products, competitors, and industries, a sales rep can show their expertise, credibility, and confidence in providing solutions that meet the customer's needs and expectations.

References: <https://trailhead.salesforce.com/en/content/learn/modules/sales-representative-certification-prep/sales-representative-certification-prep-prepare-for-your-exam>

95. Frage

What is stage velocity in a sales pipeline?

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

Antwort: B

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]

96. Frage

A sales representative proposes an engagement solution that works seamlessly across all media to a customer. Which strategy supports the solution?

- A. Social networks
- B. Two-way dialogue
- **C. Multi-channel**

Antwort: C

Begründung:

Multi-channel is the strategy that supports an engagement solution that works seamlessly across all media.

Multi-channel means using different communication channels (such as email, phone, social media, web chat, etc.) to reach and interact with customers and prospects. Multi-channel helps to increase customer satisfaction, loyalty, and retention by providing them with convenience, choice, and consistency. References: <https://www.salesforce.com/resources/articles/multichannel-marketing/#multichannel-marketing-definition>

97. Frage

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- P.S. Kostenlose 2026 Salesforce Sales-101 Prüfungsfragen sind auf Google Drive freigegeben von DeutschPrüfung verfügbar:
https://drive.google.com/open?id=1SPaCErD7FV7LHeCRiOABXz5pd_xW1yPL