

# Free PDF Quiz Salesforce - Updated Sales-101 Real Torrent



The field of Salesforce is growing rapidly and you need the Salesforce Sales-101 certification to advance your career in it. But clearing the Sales-101 test is not an easy task. Applicants often don't have enough time to study for the Sales-101 Exam. They are in desperate need of real Salesforce Sales-101 exam questions which can help them prepare for the Sales-101 test successfully in a short time.

## Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>• <b>Pipeline Management:</b> 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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Customer Engagement:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Planning:</b> 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Customer Success:</b> 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Deal Management:</b> 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.</li> </ul>

## Sales-101 Testking Exam Questions | Latest Sales-101 Exam Bootcamp

Consistent practice with it relieves exam stress and boosts self-confidence. The web-based Sales-101 practice exam does not require additional software installation. All operating systems also support this Salesforce Certified Sales Foundations (Sales-101) practice test. We update our Salesforce Certified Sales Foundations (Sales-101) pdf format regularly so keep calm because you will always get updated Salesforce Certified Sales Foundations (Sales-101) questions.

### Salesforce Certified Sales Foundations Sample Questions (Q57-Q62):

#### NEW QUESTION # 57

A sales representative is challenged by a customer with a competitor's product and features. Which skill does the sales rep need to address this challenge?

- A. Forecasting
- B. Sales acumen
- C. Product knowledge

**Answer: C**

Explanation:

Product knowledge is the skill that the sales rep needs to address this challenge, because it enables the sales rep to confidently and convincingly explain how their product is superior to the competitor's product, and how it can better solve the customer's needs and challenges. The sales rep should be able to highlight the unique features and benefits of their product, and differentiate it from the competitor's product in terms of value, quality, and performance. Sales acumen and forecasting are not the best answers, because they are not directly related to the challenge of dealing with a customer who is comparing products. Sales acumen is the ability to understand the sales process and the customer's behavior, and apply the best strategies and techniques to close the deal. Forecasting is the ability to predict the future sales outcomes based on the current pipeline and historical data. References: Certification - Sales Representative - Trailhead, [Sales Rep Training: Create Effective Selling Habits - Trailhead]

#### NEW QUESTION # 58

In the context of deal management, why is it important for a sales representative to earn a deeper level of trust and access to decision makers within the customer's organization?

- A. To gain access to information about the customer's competitors
- B. To increase the sales rep's personal network and influence
- C. To enhance the sales rep's understanding of the customer's needs

**Answer: C**

Explanation:

Earning a deeper level of trust and access to decision makers within the customer's organization is important for a sales representative in the context of deal management, because it can help the sales rep to enhance their understanding of the customer's needs, challenges, goals, and preferences. This can enable the sales rep to tailor their solution and value proposition to the customer's specific situation, and address any objections or concerns that may arise during the sales process. It can also help the sales rep to influence the decision makers and persuade them to choose their solution over the competitors'. Increasing the sales rep's personal network and influence or gaining access to information about the customer's competitors are not the best answers, because they are not directly related to the customer's needs, which are the primary focus of deal management. The sales rep should use their network and influence to support the customer's needs, not their own. The sales rep should also focus on differentiating their solution from the competitors', rather than obtaining information about them. References: Certification - Sales Representative - Trailhead, [Sales Rep Training: Create Effective Selling Habits - Trailhead]

#### NEW QUESTION # 59

A sales representative is working with a new customer who has provided an abundance of information about their company's goals and objectives.

Which challenge could the sales rep encounter when developing the scope of a sales solution?

- A. The customer's lack of product knowledge
- B. Difficulty understanding the customer's pain points
- C. Available discounts and payment terms to offer to the customer

**Answer: C**

Explanation:

A challenge that the sales rep could encounter when developing the scope of a sales solution for a new customer who has provided an abundance of information about their company's goals and objectives is the available discounts and payment terms to offer to the customer. The sales rep needs to balance the customer's budget and expectations with the company's profitability and policies. The sales rep also needs to consider the competitive landscape, the value proposition, and the customer's decision criteria. The sales rep should consult with their manager or team to determine the best pricing strategy and negotiation tactics for the deal. References: [Sales Rep Training: Negotiate and Close], [Cert Prep: Salesforce Certified Sales Representative: Negotiate and Close]

#### NEW QUESTION # 60

A sales representative wants to foster team selling, increase customer satisfaction, and decrease customer attrition at a critical account.

Which business capability can help implement these goals?

- A. Account and Contact Management
- B. Territory Management
- C. Account Planning

**Answer: C**

Explanation:

Account planning is the business capability that can help a sales representative foster team selling, increase customer satisfaction, and decrease customer attrition at a critical account. Account planning is the process of creating and executing a strategic plan for each key account, based on the account's goals, challenges, needs, and opportunities. Account planning helps the sales representative to align with the account team, understand the customer's business and industry, identify and prioritize the most valuable opportunities, and deliver personalized solutions that drive customer success and loyalty. References: [Sales Rep Training: Plan for Success], [Cert Prep: Salesforce Certified Sales Representative: Plan for Success]

#### NEW QUESTION # 61

A sales representative is trying to engage a prospect who is unresponsive to cold calls.

Which approach can the sales rep take as an alternative to build interest and align on why a solution meets the prospect's needs?

- A. Pause engagement and follow up at another time.
- B. Try calling the prospect at different times.
- C. Engage the prospect through different channels.

**Answer: C**

Explanation:

If a prospect is unresponsive to cold calls, the sales rep can take an alternative approach to build interest and align on why a solution meets the prospect's needs by engaging the prospect through different channels.

Different channels can include email, social media, text, video, or webinars. By using different channels, the sales rep can increase the chances of reaching the prospect, capture their attention, and provide relevant and personalized messages that showcase the value of the solution. The sales rep should also research the prospect's preferences, needs, and pain points, and use a multi-touch strategy to nurture the relationship and move the prospect along the sales cycle. References: [Sales Rep Training: Generate Leads], [Cert Prep: Salesforce Certified Sales Representative: Generate Leads]

#### NEW QUESTION # 62

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As the industry has been developing more rapidly, our Sales-101 exam dumps have to be updated at irregular intervals in case of

