

# Sales-101 Reliable Dumps Ppt & Sales-101 Exam Score



P.S. Free 2022 Microsoft MS-101 dumps are available on Google Drive shared by 2Pass4sure:  
<https://drive.google.com/open?id=1XnCj5KV3UG3sMWNklvga0660dVN8am7>

If you have any questions in the course of purchasing Microsoft MS-101 actual exam dumps, we will give our support to you immediately. We engaged in IT certifications exam MS-101 test king and software versions study many years, Microsoft MS-101 Reliable Dumps Ppt This is not only time-consuming and laborious, but also is likely to fail. Proper training for Microsoft MS-101 begins with preparation products designed to deliver real Microsoft MS-101 results by making you pass the test the first time.

What must the actor do to use the system, Microsoft Certified Systems  
<https://www.2pass4sure.com/Microsoft/valid-microsoft-365-mobility-and-security-training-material-947.html> Engineer + Internet, Large Sensor Deployments, It covers the core issues of web site versioning, and managing concurrent changes.

[Download MS-101 Exam Dumps](#)

Recording video and sharing it instantly online. If you have any questions in the course of purchasing Microsoft MS-101 actual exam dumps, we will give our support to you immediately.

We engaged in IT certifications exam MS-101 test king and software versions study many years, This is not only time-consuming and laborious, but also is likely to fail.

Proper training for Microsoft MS-101 begins with preparation products designed to deliver real Microsoft MS-101 results by making you pass the test the first time.

[Reliable MS-101 Dumps Ppt, MS-101 Latest Dump](#) [Reliable MS-101 Dumps Pdf](#)

BTW, DOWNLOAD part of RealExamFree Sales-101 dumps from Cloud Storage: <https://drive.google.com/open?id=1LeWwbn9EC8FrK09wZxoF7y-vBKZ0ShQZ>

At RealExamFree, we stand behind our Salesforce Sales-101 Exam Questions and offer a money-back guarantee in the event of failure. We are confident that our Salesforce Certified Sales Foundations (Sales-101) exam questions and practice test engine will provide you with all the information and tools you need to pass the exam with flying colors. Plus, for a limited time, we are offering a 20% discount on your purchase. Don't wait – invest in your future and advance your career with RealExamFree today.

Elaborately designed and developed Sales-101 test guide as well as good learning support services are the key to assisting our customers to realize their dreams. Our Sales-101 study braindumps have a variety of self-learning and self-assessment functions to detect learners' study outcomes, and the statistical reporting function of our Sales-101 Test Guide is designed for students to figure out their weaknesses and tackle the causes, thus seeking out specific methods dealing with them. Our Sales-101 exam guide have also set a series of explanation about the complicated parts certificated.

[\*\*>> Sales-101 Reliable Dumps Ppt <<\*\*](#)

## **Reliable Sales-101 Reliable Dumps Ppt – 100% Latest Salesforce Certified Sales Foundations Exam Score**

During your use of our Sales-101 learning materials, we also provide you with 24 hours of free online services. Whenever you

encounter any Sales-101 problems in the learning process, you can email us and we will help you to solve them immediately. And you will find that our service can give you not only the most professional advice on Sales-101 Exam Questions, but also the most accurate data on the updates.

## Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• 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.</li></ul>

## Salesforce Certified Sales Foundations Sample Questions (Q114-Q119):

### NEW QUESTION # 114

A sales representative worked with a primary account for the past year. They want to make sure they continue providing the best possible service and value to the customer.

How can the sales rep comprehensively assess the effectiveness of their account management strategy?

- A. Performance reviews with their team
- B. **Key performance indicators (KPIs)**
- C. Customer satisfaction surveys

### Answer: B

Explanation:

Key performance indicators (KPIs) are measures that can help the sales rep comprehensively assess the effectiveness of their account management strategy. KPIs are quantifiable metrics that reflect how well the sales rep is achieving their account management goals and objectives, such as revenue growth, customer retention, customer satisfaction, cross-selling, upselling, etc. KPIs help to track progress, identify strengths and weaknesses, and improve performance. References: <https://www.salesforce.com/resources/articles/account-management/#account-management-kpis>

### NEW QUESTION # 115

A new sales representative is struggling to fill the top of their sales funnel.

What is the potential benefit of revisiting dead opportunities?

- A. To see if new decision makers are available
- B. **To determine if the customer needs have changed**
- C. To gain customer feedback and improve their approach

### Answer: B

Explanation:

Determining if the customer needs have changed is a potential benefit of revisiting dead opportunities. Dead opportunities are

prospects who did not buy the product for various reasons, such as budget, timing, or fit.

Revisiting dead opportunities can help to identify if their situation has changed, if their pain points have increased, or if they are more open to considering the product again. References: <https://www.salesforce.com/resources/articles/lead-generation/#lead-generation-strategies>

### NEW QUESTION # 116

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

- A. Calls made
- **B. Lead conversion rate**
- C. Onsite visits

**Answer: B**

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 # 117

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

**Answer: C**

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 # 118

A sales representative identifies a strong business case for a customer and hosts a demo to show them potential offerings and solutions.

What is the next sales pipeline stage the sales rep should enter to summarize and address the potential customer's needs?

- **A. Proposal**
- B. Lead Qualification
- C. Prospecting

**Answer: A**

Explanation:

According to the Salesforce Sales Representative Learning objectives, the proposal stage is the next step after the demo stage, where the sales rep should summarize the customer's needs, present the value proposition, and address any objections or concerns.

The proposal stage is also where the sales rep should negotiate the terms and conditions of the deal, and ask for the customer's commitment to buy. References:

- \* Sales Rep Training: Create Effective Selling Habits
- \* Sales Pipeline Stages: A Visual Guide

## NEW QUESTION # 119

Our Salesforce Sales-101 exam brain dumps are regularly updated with the help of seasoned professionals. We see to it that our assessment is always at par with what is likely to be asked in the actual Salesforce Sales-101 examination. And If you're skeptical about the quality of our Salesforce Sales-101 exam dumps, you are more than welcome to try our demo for free and see what rest of the Sales-101 Exam applicants experience by availing our products. Our methods are tested and proven by more than 90,000 successful Salesforce certification examinees whose trusted RealExamFree. Want to know what they said about us, visit our testimonial section and read first-hand experiences from verified users.

**Sales-101 Exam Score:** <https://www.realexamfree.com/Sales-101-real-exam-dumps.html>

P.S. Free 2026 Salesforce Sales-101 dumps are available on Google Drive shared by RealExamFree: <https://drive.google.com/open?id=1LeWwbn9EC8FrK09wZxoF7y-vBKZ0ShQZ>