

# Latest Sales-101 Exam Testking & Valid Sales-101 Cram Materials



P.S. Free 2026 Salesforce Sales-101 dumps are available on Google Drive shared by PassTorrent: [https://drive.google.com/open?id=1yj2pX94GsXlzTAQmboevt-\\_x8LdZtCWM](https://drive.google.com/open?id=1yj2pX94GsXlzTAQmboevt-_x8LdZtCWM)

Dear, do you tired of the study and preparation for the Sales-101 actual test? Here, we advise you to try the Salesforce Sales-101 online test which can simulate the real test environment and give an excellent study experience. You see, you can set the test time and get the score immediately after each test by using Sales-101 Online Test engine. With the interactive and intelligent functions of PassTorrent Sales-101 online test, you will be interested in the study. Besides, the valid questions & verified answers can also ensure the 100% pass rate.

## Salesforce Sales-101 Exam Syllabus Topics:

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

>> Latest Sales-101 Exam Testking <<

## New Launch Sales-101 Exam Dumps 2026 - Salesforce Sales-101 Questions

The authoritative, efficient, and thoughtful service of Sales-101 learning question will give you the best user experience, and you can also get what you want with our Sales-101 study materials. I hope our study materials can accompany you to pursue your dreams. If you can choose Sales-101 test guide, we will be very happy. We look forward to meeting you. You can choose your favorite our study materials version according to your feelings. When you use Sales-101 Test Guide, you can also get our services at any time. We will try our best to solve your problems for you. I believe that you will be more inclined to choose a good service product, such as Sales-101 learning question. After all, everyone wants to be treated warmly and kindly, and hope to learn in a more pleasant mood.

### Salesforce Certified Sales Foundations Sample Questions (Q25-Q30):

#### NEW QUESTION # 25

A sales representative is engaging in a discovery conversation with a prospect. Which approach should the sales rep take during this conversation?

- A. Ask open-ended questions to understand the prospect's challenges and goals.
- B. Present the history and innovation of their company in bringing new products to market.
- C. Share the information gathered from online research about the customer's company.

**Answer: A**

Explanation:

Asking open-ended questions to understand the prospect's challenges and goals is the approach that the sales rep should take during a discovery conversation with a prospect. A discovery conversation is a conversation that helps to uncover information about the prospect's situation, needs, pain points, and objectives. Asking open-ended questions is an effective way to elicit detailed and meaningful responses from the prospect, as well as to show interest and empathy for their challenges and goals.

#### NEW QUESTION # 26

What is a key indicator of a healthy sales pipeline for a sales representative?

- A. A high percentage of deals in the last stage of the pipeline
- B. A balanced distribution of deals across different stages of the pipeline
- C. A high volume of new deals entering the pipeline each month

**Answer: B**

Explanation:

A key indicator of a healthy sales pipeline is a balanced distribution of deals across different stages. This balance indicates that there are sufficient new opportunities being generated, deals are progressing through the pipeline at a healthy pace, and there is a steady flow of closings. A well-balanced pipeline helps in forecasting revenue more accurately and ensures the sustainability of sales operations. Salesforce advocates for regular pipeline reviews and management to maintain this balance, ensuring that all stages from lead generation to closing are well attended to.

Reference: Salesforce Blog - Sales Pipeline Management

### NEW QUESTION # 27

What is the primary benefit of team selling at a key account?

- A. Reduces the workload for individual sales representatives
- **B. Leverages collective expertise to meet customer expectations**
- C. Provides the customer with multiple points of contact

**Answer: B**

Explanation:

Team selling is a strategy of using a group of salespeople with different skills and expertise to sell to and serve major accounts. The primary benefit of team selling at a key account is that it leverages the collective expertise of the team members to meet the customer's expectations and needs. Team selling can help create value for the customer by providing customized solutions, addressing complex problems, and delivering superior service. Team selling can also help build trust and loyalty with the customer by demonstrating commitment, collaboration, and professionalism. References:

\* Cert Prep: Salesforce Certified Sales Representative, unit "Build and Maintain Relationships with Key Accounts"

\* Team Selling: The Secret Weapon in Major Accounts

### NEW QUESTION # 28

How can whitespace analysis improve a sales representative's account management strategy?

- A. Identifies key stakeholders and decision makers to nurture relationships.
- **B. Determines current products and opportunities to sell additional products.**
- C. Analyzes contract length and segment to identify retention opportunities.

**Answer: B**

Explanation:

Determining current products and opportunities to sell additional products is how whitespace analysis can improve a sales rep's account management strategy. Whitespace analysis is the process of identifying gaps or opportunities in an account where the sales rep can offer more products or services that can add value to the customer. Whitespace analysis helps to increase revenue, profitability, and customer loyalty, as well as to prevent competitors from entering the account.

### NEW QUESTION # 29

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

**Answer: C**

Explanation:

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>

### NEW QUESTION # 30

.....

All of our considerate designs have a strong practicability. We are still researching on adding more useful buttons on our Sales-101 test answers. The aim of our design is to improve your learning and all of the functions of our products are completely real. Then the learning plan of the Sales-101 exam torrent can be arranged reasonably. The scores are calculated by every question of the Sales-101 Exam guides you have done. So the final results will display how many questions you have answered correctly and mistakenly. You even can directly know the score of every question, which is convenient for you to know the current learning condition.

