



그리고 DumpTOP Sales-101 시험 문제집의 전체 버전을 클라우드 저장소에서 다운로드할 수 있습니다:

https://drive.google.com/open?id=1GBcoZAGm6adZ1KFPX0A7_i9Mj3vLbIWB

Salesforce인증Sales-101시험은 IT인증시험과목중 가장 인기있는 시험입니다. DumpTOP에서는Salesforce인증Sales-101시험에 대비한 공부가이드를 발췌하여 IT인사들의 시험공부 고민을 덜어드립니다. DumpTOP에서 발췌한 Salesforce인증Sales-101덤프는 실제시험의 모든 범위를 커버하고 있고 모든 시험유형이 포함되어 있어 시험준비 공부의 완벽한 선택입니다.

IT국제공인자격증Salesforce Sales-101시험대비덤프를 제공하는 전문적인 사이트로서 회원님의 개인정보를 철저히
게 보호해드리고페이팔을 통한 결제라 안전한 결제를 진행할 수 있습니다. Salesforce Sales-101 덤프외에 다른 인증
시험덤프에 관심이 있으신분은 온라인 서비스를 클릭하여 문의해주세요.

>> Sales-101덤프내용 <<

Sales-101시험대비 최신 덤프공부 & Sales-101적중을 높이는 덤프

아직도 Salesforce Sales-101 인증시험을 어떻게 패스할지 고민하시고 계십니까? DumpTOP는 여러분이 Salesforce Sales-101 덤프자료로 Salesforce Sales-101 인증시험에 응시하여 안전하게 자격증을 취득할 수 있도록 도와드립니다. Salesforce Sales-101 시험가이드를 사용해보지 않으실래요? DumpTOP는 여러분께 Salesforce Sales-101 시험패스의 편리함을 드릴 수 있다고 굳게 믿고 있습니다.

Salesforce Sales-101 시험요강:

주제	소개
주제 1	<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.
주제 2	<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.
주제 3	<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.
주제 4	<ul style="list-style-type: none">• 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.
주제 5	<ul style="list-style-type: none">• 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.

최신 Sales Professional Sales-101 무료샘플문제 (Q100-Q105):

질문 # 100

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

정답: B

설명:

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]

질문 # 101

A sales representative is given an objection and shows respect for the customer's opinion.

What level of listening is the sales rep leveraging?

- A. Attentive
- B. Selective
- **C. Empathetic**

정답: C

설명:

Empathetic listening is the level of listening that the sales rep is leveraging when they show respect for the customer's opinion after receiving an objection. An objection is a reason or concern that the customer has for not buying the product or service that the sales rep offers. Empathetic listening is a type of listening that involves understanding and sharing the feelings and emotions of the customer, as well as acknowledging and validating their perspective. Empathetic listening helps to build trust and rapport, reduce resistance, and resolve objections.

질문 # 102

A company uses the BANT model for sales qualification.
What does BANT indicate to sales representatives?

- A. The proposed approach meets the criteria of being Bold, Ambitious, Noteworthy, and Thorough.
- **B. The prospective contact has Budget and Authority to buy, has Need for the product, and the Timing is right.**
- C. The deal is Beneficial, Acceptable to line management, Narrow in scope, and commercially Tight for sound legal management.

정답: B

설명:

BANT is a sales qualification model that stands for Budget, Authority, Need, and Timing. It helps sales representatives identify and prioritize the most qualified prospects based on four key criteria:

* Budget: The prospect has the financial resources to purchase the product or service.

* Authority: The prospect has the decision-making power or influence to approve the purchase.

* Need: The prospect has a specific problem or pain point that the product or service can solve.

* Timing: The prospect has a clear timeline or urgency to buy the product or service. BANT helps sales representatives focus on the most promising opportunities, avoid wasting time on unqualified leads, and align their sales process with the customer's buying journey. References: [Cert Prep: Salesforce Certified Sales Representative: Qualify Leads], [Sales Rep Training: Qualify Leads]

질문 # 103

A prospect visited a company's website and completed a form expressing interest in a product.
What should a sales rep focus on when qualifying the prospect?

- **A. Customer needs**
- B. Product features
- C. Marketing goals

정답: A

설명:

Customer needs are what the sales rep should focus on when qualifying a prospect who visited a company's website and completed a form expressing interest in a product. Customer needs are the problems, challenges, goals, or desires that the prospect has and that the product can address. Focusing on customer needs helps to understand the value proposition of the product, build rapport and trust with the prospect, and determine their fit and readiness for the product. References: <https://www.salesforce.com/resources/articles/sales-process/#qualify>

질문 # 104

What is an important consideration for a sales representative as they create a sales proposal?

- A. To include a detailed diagram and explanation of the sales process
- **B. To highlight how the solution addresses the customer's needs and challenges**
- C. To leverage a standard approach for all sales quotes and customer accounts

정답: B

설명:

Highlighting how the solution addresses the customer's needs and challenges is an important consideration for a sales representative as they create a sales proposal, because it shows the customer the value and benefits of the solution, and how it can help them achieve their desired outcomes. The sales proposal should be customized and tailored to the customer's specific situation, and

include relevant data, testimonials, and case studies to support the value proposition. To leverage a standard approach for all sales quotes and customer accounts or to include a detailed diagram and explanation of the sales process are not the best answers, because they do not focus on the customer's needs and challenges, which are the primary drivers of the purchase decision. A standard approach may not suit the customer's unique requirements or preferences, and a detailed diagram and explanation of the sales process may be too technical or complex for the customer to understand or appreciate. References: Certification - Sales Representative - Trailhead, [Sales Rep Training: Create Effective Selling Habits - Trailhead]

질문 # 105

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여러분이 우리Salesforce Sales-101문제와 답을 체험하는 동시에 우리DumpTOP를 선택여부에 대하여 답이 나올 것입니다. 우리는 백프로 여러분들한테 편리함과 통과율은 보장 드립니다. 여러분이 안전하게Salesforce Sales-101시험을 패스할 수 있는 곳은 바로 DumpTOP입니다.

Sales-101시험대비 최신 덤프공부 : <https://www.dumptop.com/Salesforce/Sales-101-dump.html>

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