

100% Salesforce Sales-101 Exam Coverage - Sales-101 Valid Exam Review



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Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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.
Topic 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.
Topic 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.

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Salesforce Sales-101 Valid Exam Review - Reliable Sales-101 Braindumps Questions

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Salesforce Certified Sales Foundations Sample Questions (Q95-Q100):

NEW QUESTION # 95

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

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

Answer: A

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 # 96

A sales representative is fulfilling an order using the step-by-step instructions for that specific customer. What are these instructions known as?

- A. Standard operating procedures
- B. Standard engagement steps
- C. Fulfilment procedures

Answer: A

Explanation:

Standard operating procedures (SOPs) are detailed instructions that describe how to perform a specific task or process. SOPs help to ensure consistency, quality, and compliance in fulfilling orders for different customers.

References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-essentials-basics/salesforce-essentials-sales-process>

NEW QUESTION # 97

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. Try calling the prospect at different times.
- B. Pause engagement and follow up at another time.
- 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 # 98

A sales representative wants to track which opportunities in their pipeline contain items that customers need for an event next month. How does tracking this help the sales rep manage risk?

- A. These deals can move to the next stage.
- **B. These deals can be expedited if required.**
- C. These deals must be assigned a surcharge.

Answer: B

Explanation:

Tracking which opportunities in their pipeline contain items that customers need for an event next month helps the sales rep manage risk by allowing them to expedite these deals if required. These deals have a higher urgency and a shorter sales cycle than other deals, and they may face challenges such as inventory shortages, delivery delays, or customer dissatisfaction. By tracking these deals, the sales rep can prioritize them, communicate with the customer and the internal team, and ensure that the items are delivered on time and meet the customer's expectations. References: [Sales Rep Training: Manage Your Pipeline], [Cert Prep: Salesforce Certified Sales Representative: Manage Your Pipeline]

NEW QUESTION # 99

A sales representative is preparing a presentation to showcase the value proposition of their solution to a prospect. What should be the main objective of this presentation?

- A. To provide an in-depth analysis of the prospect's competitors and market trends
- **B. To communicate how the solution addresses the prospect's pain points and needs, and delivers tangible return on investment (ROI)**
- C. To build credibility with the prospect using their public speaking skills and professional appearance

Answer: B

Explanation:

The main objective of a value proposition presentation is to show the prospect how the solution can solve their problems, fulfill their needs, and provide them with benefits that outweigh the costs. A value proposition presentation should highlight the unique features and advantages of the solution, as well as quantify the expected outcomes and ROI for the prospect. References: <https://www.salesforce.com/resources/articles/value-proposition/#value-proposition-presentation>

NEW QUESTION # 100

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