

최신버전Sales-101시험패스가능한인증공부자료인증덤프는Salesforce Certified Sales Foundations시험기출문제모음집

최신 Accredited Professional Process-Automation 무료샘플문제 (Q53-Q58):

질문 #53
What are three basic building blocks of Salesforce Flow?

- A. Element
- B. Variables
- C. Constants
- D. Connector
- E. Resource

정답[A,D,E]

질문 #54
Which Process Builder component determines when a process runs?

- A. Action
- B. Screen
- C. Criteria
- D. Trigger

정답[D]

질문 #55
Which of the following three statements are correct regarding Flow interviews?

- A. A flow interview always runs n single instance of n flow.
- B. Any flow interviews that are not in use should be deleted go that user's pending list includes only interviews that they..
- C. A single flow can have up to 50 different versions.
- D. Only those flow interviews can be deactivated that have been paused at least once.
- E. Users can use browser's Back or Forward buttons to navigate through a flow

정답[D]

질문 #56
How many active versions of a flow can you have at a given time?

- A. 0
- B. Unlimited
- C. 1
- D. 2

정답[A]

그 외, Fast2test Sales-101 시험 문제집 일부가 지금은 무료입니다: <https://drive.google.com/open?id=13OpSn90D02wHw2tdQKWxLkCEbP2Q46Mf>

현재Salesforce Sales-101인증시험을 위하여 노력하고 있습니까? 빠르게Salesforce인증 Sales-101시험자격증을 취득하고 싶으시다면 우리 Fast2test 의 덤프를 선택하시면 됩니다., Fast2test를 선택함으로써Salesforce Sales-101인증시험패스는 꿈이 아닌 현실로 다가올 것입니다,

Salesforce Sales-101 시험요강:

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

주제 2	<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 3	<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 4	<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.
주제 5	<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.

>> Sales-101시험패스 가능한 인증공부자료 <<

Sales-101시험대비 덤프 최신버전 - Sales-101퍼펙트 덤프공부자료

Fast2test의 Salesforce인증 Sales-101덤프를 선택하여Salesforce인증 Sales-101시험공부를 하는건 제일 현명한 선택입니다. 시험에서 떨어지면 덤프비용 전액을 환불처리해드리고Salesforce인증 Sales-101시험이 바뀌면 덤프도 업데이트하여 고객님의게 최신버전을 발송해드립니다. Salesforce인증 Sales-101덤프뿐만 아니라 IT인증시험에 관한 모든 덤프를 제공해드립니다.

최신 Sales Professional Sales-101 무료샘플문제 (Q96-Q101):

질문 # 96

What are the four elements of emotional intelligence?

- A. Plan, engage, execute, and close
- B. Self-awareness, self-management, empathy, and skilled relationships
- C. Discover, define, design, and deliver

정답: B

설명:

Self-awareness, self-management, empathy, and skilled relationships are the four elements of emotional intelligence. Emotional intelligence is the ability to understand and manage one's own emotions and those of others. Emotional intelligence helps to improve communication, collaboration, and influence in sales.

References:<https://trailhead.salesforce.com/en/content/learn/modules/emotional-intelligence/emotional-intelligence-introduction>

질문 # 97

A sales representative works at a heavily siloed company and is unable to gather insights for renewals.

How should the sales rep improve data integrity in the pipeline working across silos?

- A. Log in as the customer to review their data.
- B. Collaborate with other customer-facing teams.
- C. Offer customer discounts to expedite the sale.

정답: B

설명:

Data integrity is the accuracy, completeness, and consistency of data in the pipeline. Data integrity is essential for effective forecasting, reporting, and decision making. A sales representative who works at a heavily siloed company may face challenges in

gathering insights for renewals, such as customer satisfaction, usage, feedback, and retention. To improve data integrity in the pipeline working across silos, the sales rep should collaborate with other customer-facing teams, such as service, support, marketing, and product. By sharing information and insights with these teams, the sales rep can gain a holistic view of the customer's needs, expectations, and challenges, and plan accordingly for renewals. The other options are not effective ways to improve data integrity, as they may compromise customer trust, violate privacy, or reduce profitability. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Assess Risks and Opportunities"

* [Sales Rep Training], unit "Create Effective Selling Habits"

질문 # 98

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

정답: B

설명:

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]

질문 # 99

Acme is introducing a new product line.

How should a sales representative educate prospects on their products' key benefits?

- A. Customer journey maps
- **B. Storytelling**
- C. Social media marketing

정답: B

설명:

Educating prospects about the key benefits of new products through storytelling is an effective approach.

Storytelling involves sharing examples, customer success stories, or hypothetical scenarios that illustrate how the product can be used and the benefits it delivers. This method helps prospects visualize the product in action and understand its value in a real-world context. Salesforce often highlights the importance of storytelling in sales to make products more relatable and to create a connection with potential customers.

Reference: Salesforce Blog - Storytelling in Sales

질문 # 100

How can a sales representative identify and generate new pipeline?

- **A. Conduct product demos.**
- B. Provide client support.
- C. Attend industry conferences.

정답: A

