

Comprehensive Review for the Salesforce-Sales-Representative Exams Questions



P.S. Free & New Salesforce-Sales-Representative dumps are available on Google Drive shared by ITExamDownload: <https://drive.google.com/open?id=1efYsyHCmQ-4iA2iuGIIXLEtytlp0DRB>

Salesforce-Sales-Representative certification exam questions have very high quality services in addition to their high quality and efficiency. If you use Salesforce-Sales-Representative test prep, you will have a very enjoyable experience while improving your ability. We have always advocated customer first. If you use our Salesforce-Sales-Representative Learning Materials to achieve your goals, we will be honored. And our Salesforce-Sales-Representative pdf files give you more efficient learning efficiency and allows you to achieve the best results in a limited time. Our Salesforce-Sales-Representative pdf files are the best exam tool that you have to choose.

Salesforce Sales-Representative Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Customer Engagement: In this topic, Salesforce Sales Professionals explore how to demonstrate thought leadership to shift customer perspectives and align solutions with needs. Moreover, the topic focuses on leveraging multiple touchpoints builds prospect interest, while nurturing relationships enhances product adoption.

Topic 2	<ul style="list-style-type: none"> Deal Management: Salesforce Sales Professionals learn to qualify prospects and progress them through sales stages. In this topic, emphasis is placed on understanding customer goals, challenges, and initiatives to present tailored value propositions. Identifying obstacles, gaining commitment, and finalizing contracts are integral steps to successful deal management, a crucial focus area of the exam.
Topic 3	<ul style="list-style-type: none"> Customer Success: While covering this topic, sales professionals identify actions required for order booking and fulfillment. Recognizing the post-sales customer journey and assessing expected and realized value ensures alignment with customer goals, a vital area of knowledge for the exam.
Topic 4	<ul style="list-style-type: none"> Planning: In this topic, Salesforce Sales Professionals examine the elements of territory planning, such as account segmentation and prioritization. The focus of this topic is on creating approaches to engage key accounts effectively and developing robust business relationships with essential roles and personas.
Topic 5	<ul style="list-style-type: none"> Forecasting: In this topic, Salesforce Sales Professionals assess forecast accuracy to drive opportunity consistency and evaluate risks and opportunities in business deals. Understanding key inputs for the forecasting process helps optimize predictions, an essential skill for the Salesforce Certified Sales Representative Exam.

>> Latest Salesforce-Sales-Representative Braindumps <<

Salesforce-Sales-Representative Valid Real Test - Salesforce-Sales-Representative Latest Guide Files

In order to facilitate the user's offline reading, the Salesforce-Sales-Representative study braindumps can better use the time of debris to learn. Our Salesforce-Sales-Representative study braindumps can be very good to meet user demand in this respect, allow the user to read and write in a good environment continuously consolidate what they learned. Our Salesforce-Sales-Representative prep guide has high quality. So there is all effective and central practice for you to prepare for your test. With our professional ability, we can accord to the necessary testing points to edit Salesforce-Sales-Representative Exam Questions. It points to the exam heart to solve your difficulty. So high quality materials can help you to pass your exam effectively, make you feel easy, to achieve your goal.

Salesforce Certified Sales Representative Sample Questions (Q46-Q51):

NEW QUESTION # 46

A sales representative is working with a customer who has recently placed an order. The customer informs the sales rep that they have unique tax requirements.

How should the sales rep proceed to ensure a successful booking and fulfillment process?

- A. Redirect the customer to address their tax requirements with the appropriate department internally within the company.
- B. Acknowledge the tax requirements, but proceed with the standard process because the sales rep is unable to change company policies.
- C. Work closely with the relevant departments to address the tax requirements and ensure accurate order processing.

Answer: C

Explanation:

According to the Salesforce Sales Representative Learning objectives, one of the skills that a sales rep should have is to ensure customer satisfaction through streamlined fulfillment and order management. This includes collaborating with internal teams to handle any special requests or requirements from the customer, such as tax, shipping, or billing issues. By working closely with the relevant departments, the sales rep can ensure that the customer's tax requirements are met and that the order is processed correctly. This will also help to avoid any delays, errors, or disputes that could affect the customer's experience and satisfaction. Reference: [Sales Rep Training: Prepare Your Team to Sell Successfully], Unit 4: Manage the Order Process Salesforce Certified Sales Representative Exam Guide, Section 5: Fulfillment and Order Management, Objective 5.2: Given a scenario, demonstrate how to handle special requests or requirements from the customer.

NEW QUESTION # 47

A sales representative presented a solution and overcame the objections, but the prospect is still not completely ready to commit. The sales rep suspects the prospect is unsure about the product and will want to return it. The sales rep decides to let the prospect try out the product for a predetermined period. Which type of close was chosen?

- A. Assumptive
- **B. Puppy Dog**
- C. Summary

Answer: B

Explanation:

A puppy dog close is a sales technique that involves letting the prospect try out the product or service for a limited time, hoping that they will fall in love with it and buy it. This type of close is often used for products that have a high emotional appeal, such as cars, jewelry, or pets. The sales representative in this scenario chose a puppy dog close because they suspected the prospect was unsure about the product and wanted to give them a chance to experience its benefits firsthand. Reference:

Cert Prep: Salesforce Certified Sales Representative, Unit 5: Close the Deal

[Sales Rep Training], Unit 2: Close the Deal

Salesforce Certified Sales Representative Exam Guide, Section 5: Closing Deals

NEW QUESTION # 48

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

Answer: B

Explanation:

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. Reference:

<https://www.salesforce.com/resources/articles/sales-process/#qualify>

NEW QUESTION # 49

A sales representative's existing customer is opening offices in new regions. What should the sales rep focus on to increase the contract value?

- A. Efficiency target
- **B. Expansion target**
- C. Growth target

Answer: B

Explanation:

Expansion target is the best answer because it refers to the opportunity to sell more products or services to an existing customer who is growing their business or entering new markets. The sales rep should focus on understanding the customer's needs and goals in the new regions, and offer solutions that can help them achieve them. Efficiency target and growth target are not relevant to this scenario, because they are related to the sales rep's own performance and objectives, not the customer's. Efficiency target is about improving the sales rep's productivity and effectiveness, while growth target is about acquiring new customers or increasing market share.

Reference: Certification - Sales Representative - Trailhead, [Sales Rep Training: Prepare Your Team to Sell Successfully - Trailhead]

NEW QUESTION # 50

A sales representative is having a difficult time identifying the root cause of their customer's issue. The sales rep knows they need to first acknowledge the customer's experience and perspective.

What is the recommended action the sales rep should take next?

- A. Provide a product demo.
- **B. Show empathy.**
- C. Make recommendations.

Answer: B

Explanation:

When faced with a customer issue and after acknowledging the customer's experience, the recommended next step for a sales representative is to show empathy. Empathy involves understanding and sharing the feelings of another, which in this context means recognizing the impact of the issue on the customer and conveying genuine concern. This approach helps build a rapport and trust with the customer, demonstrating that the sales rep is not just focused on a transaction but cares about the customer's overall experience and success. Salesforce emphasizes the importance of empathy in customer interactions as a way to strengthen relationships and foster loyalty.

NEW QUESTION # 51

.....

It is well known that even the best people fail sometimes, not to mention the ordinary people. In face of the Salesforce-Sales-Representative exam, everyone stands on the same starting line, and those who are not excellent enough must do more. Every year there are a large number of people who can't pass the Salesforce-Sales-Representative Exam smoothly. But we are professional in this career for over ten years. And our Salesforce-Sales-Representative study materials will help you pass the exam easily.

Salesforce-Sales-Representative Valid Real Test: <https://www.itexamdownload.com/Salesforce-Sales-Representative-valid-questions.html>

- Latest Salesforce-Sales-Representative Study Materials ☐ Salesforce-Sales-Representative Valid Exam Cram ☐ Salesforce-Sales-Representative Examcollection ☐ The page for free download of ☼ Salesforce-Sales-Representative ☐☼☐ on ➔ www.lead1pass.com ☐ will open immediately ☐Most Salesforce-Sales-Representative Reliable Questions
- Latest Salesforce-Sales-Representative Study Materials ☐ Salesforce-Sales-Representative Training For Exam ☐ Exam Vce Salesforce-Sales-Representative Free ☐ Search for ▶ Salesforce-Sales-Representative ◀ on 《 www.pdfvce.com 》 immediately to obtain a free download ☐Salesforce-Sales-Representative Real Exams
- Quiz Salesforce - Salesforce-Sales-Representative - Salesforce Certified Sales Representative –Trustable Latest Braindumps ☐ Immediately open ☐ www.exams4collection.com ☐ and search for ► Salesforce-Sales-Representative ☐ to obtain a free download ☐Salesforce-Sales-Representative Real Exams
- Salesforce Latest Salesforce-Sales-Representative Braindumps - Salesforce Certified Sales Representative Realistic Valid Real Test ☐ Go to website { www.pdfvce.com } open and search for ⇒ Salesforce-Sales-Representative ⇐ to download for free ☐Valid Salesforce-Sales-Representative Cram Materials
- Salesforce-Sales-Representative Reliable Exam Simulations ☐ Latest Salesforce-Sales-Representative Study Plan ⇐ Cheap Salesforce-Sales-Representative Dumps ☐ Easily obtain 「 Salesforce-Sales-Representative 」 for free download through ➡ www.passtestking.com ☐ ☐Salesforce-Sales-Representative Exam Tips
- Latest Salesforce-Sales-Representative Braindumps - Realistic Salesforce Latest Salesforce Certified Sales Representative Braindumps 100% Pass ☐ Open ➡ www.pdfvce.com ☐☐☐ and search for ➔ Salesforce-Sales-Representative ☐ to download exam materials for free ☐New Salesforce-Sales-Representative Practice Materials
- New Salesforce-Sales-Representative Test Bootcamp ☐ Salesforce-Sales-Representative Study Materials ☐ Salesforce-Sales-Representative Examcollection ☐ Search for ➡ Salesforce-Sales-Representative ☐ and download it for free immediately on ➡ www.pass4test.com ☐ ☐Exam Vce Salesforce-Sales-Representative Free
- Salesforce-Sales-Representative Reliable Exam Simulations ☐ Salesforce-Sales-Representative Certification Dumps ☐ Exam Dumps Salesforce-Sales-Representative Collection ☐ Open website ☐ www.pdfvce.com ☐ and search for ➡ Salesforce-Sales-Representative ☐ for free download ☐Salesforce-Sales-Representative Study Materials
- Salesforce-Sales-Representative New Exam Bootcamp ☐ Salesforce-Sales-Representative Study Materials ☐ New Salesforce-Sales-Representative Test Bootcamp ☐ Search for ➡ Salesforce-Sales-Representative ☐ and download it for free on { www.testkingpdf.com } website ☐Cheap Salesforce-Sales-Representative Dumps
- New Salesforce-Sales-Representative Test Bootcamp ☐ Salesforce-Sales-Representative Real Exams ☐ Salesforce-Sales-Representative Certification Dumps ☐ Search for ➡ Salesforce-Sales-Representative ☐☐☐ on ☼ www.pdfvce.com ☐☼☐ immediately to obtain a free download ☐Salesforce-Sales-Representative Valid Exam Cram
- Test Salesforce-Sales-Representative Dumps ☐ Test Salesforce-Sales-Representative Dumps ☐ Salesforce-Sales-

