Sales-101考試證照，Sales-101認證資料

P.S. VCESoft在Google Drive上分享了免費的、最新的Sales-101考試題庫：https://drive.google.com/open?id=1CQCmrEhIeXga9X5fFbaLXgw6iLK_-oNL

很多IT人士都想通過Salesforce Sales-101 認證考試，從而在IT行業中獲取更好的提升機會，使他們的工資生活水準都有所提升。但是好多人為了通過Salesforce Sales-101 認證考試花了大量時間和精力來鞏固相關知識卻沒有通過考試。這樣是很不划算。如果你選擇VCESoft的產品，你可以為你節約很多時間和精力來鞏固知識，但是卻可以通過Salesforce Sales-101 認證考試。因為VCESoft的關於Salesforce Sales-101 認證考試的針對性的資料可以幫助你100%通過考試。如果你考試失敗，VCESoft會全額退款給你。

Salesforce Sales-101 考試大綱：

主題	簡介
主題 1	• 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.
主題 2	• 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.

主題 3	• 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.
主題 4	• 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.

<div align="center">

>> Sales-101考試證照 <<

</div>

Salesforce Sales-101認證資料 & Sales-101考試重點

你可以先在網上免費下載VCESoft為你提供的部分Salesforce Sales-101認證考試的練習題和答案，一旦你決定了選擇了VCESoft，VCESoft會盡全力幫你通過考試。如果你發現我們提供的考試練習題和答案與實際考試練習題和答案有差別，不能使你通過考試，我們會立刻100%全額退款。

最新的 Sales Professional Sales-101 免費考試真題 (Q38-Q43):

問題 #38
A sales representative conducts research with their customer and gains insights for developing a value proposition to solve their customer's challenges.
How should the sales rep introduce their valueproposition to their customer?

- A. Unveil the value proposition to the customer after it is finalized.
- B. Collaborate internally to iterate on the value proposition for the customer.
- C. Make a draft of the value proposition and seek customer feedback.

答案：C

解題說明：
Making a draft of the value proposition and seeking customer feedback is the best way to introduce the value proposition to the customer, because it allows the sales rep to validate their assumptions, test their hypotheses, and refine their solution based on the customer's input. This also helps to build trust and rapport with the customer, and demonstrate that the sales rep is genuinely interested in solving their challenges. Collaborating internally to iterate on the value proposition for the customer is not a bad idea, but it does not involve the customer in the process, and may result in a solution that does not match the customer's needs or expectations. Unveiling the value proposition to the customer after it is finalized is a risky strategy, because it may surprise or disappoint the customer, and leave no room for adjustments or negotiations. References: Certification - Sales Representative - Trailhead, [Sales RepTraining: Create Effective Selling Habits - Trailhead]

問題 #39
A sales representative worked with a primary account for the past year. They want to make sure they continue providing the best possible service and value to the customer.
How can the sales rep comprehensively assess the effectiveness of their account management strategy?

- A. Customer satisfaction surveys
- B. Key performance indicators (KPIs)
- C. Performance reviews with their team

答案：B

解題說明：
Key performance indicators (KPIs) are measures that can help the sales rep comprehensively assess theeffectiveness of their account management strategy. KPIs are quantifiable metrics that reflect how well the sales rep is achieving their account management goals and objectives, such as revenue growth, customer retention, customer satisfaction, cross-selling, upselling, etc. KPIs help to track progress, identify strengths and weaknesses, and improve performance.References:https://www.salesforce.com/resources/articles/account- management/#account-management-kpis

問題 #40

A sales team knows the importance of building an accurate forecast.
Which foundational priority should be in place to help ensure data quality across teams?

- A. Pipeline visibility
- B. Collaboration
- C. Salesprocess

答案：B

解題說明：

A sales process is a set of steps and stages that guide the sales team from prospecting to closing deals. A sales process helps ensure data quality across teams by providing a common framework, language, and methodology for managing opportunities and forecasting. A sales process also helps align the sales team with the customer's buying journey, and enables them to track and measure their progress and performance. A sales process can improve the accuracy, consistency, and completeness of the data in the pipeline, and help the sales team make better decisions and predictions. References:
* Cert Prep: Salesforce CertifiedSales Representative, unit "Assess Risks and Opportunities"
* [Sales Rep Training], unit "Create Effective Selling Habits"
* Salesforce Certified Sales Representative ExamGuide, section "Assess Risks and Opportunities"

問題 #41

How can a sales representative begin a confirming question?

- A. "Tell me more about..."
- B. "What do you mean when...'
- C. "What I hear you saying is..."

答案：C

解題說明：

"What I hear you saying is..." is a way to begin a confirming question. A confirming question is a question that helps to verify or validate what the customer saysor means. A confirming question helps to show understanding, empathy, and respect for the customer's concerns, as well as to avoid confusion, misunderstanding, or miscommunication.References:https://www.salesforce.com/resources/articles/sales- questions/#sales-questions-types

問題 #42

A junior sales representative is trying to develop relationships with customers in an industry that is changing rapidly. In addition, the number of channels to engage with customers has increased.
How can the sales rep identify the most effective way to communicate with new and existing customers?

- A. Follow standard sales scripts.
- B. Continue using methods that have worked inthe past.
- C. Collaborate with internal departments.

答案：C

解題說明：

In an industry that's rapidly changing and with increasing channels to engage customers, a junior sales representative can identify the most effective communication methods by collaborating with internal departments. Teams such as marketing, customer service, and others who interact with customers can provide insights into customer preferences and effective communication strategies. This collaborative approach allows for a broader understanding of customer behaviors and trends, leading to more tailored and effective engagement strategies. Salesforce encourages cross-departmental collaboration to leverage diverse insights and expertise, enhancing customer engagement efforts.
Reference:Salesforce Blog - Collaborative Selling

問題 #43

......

VCESoft Salesforce的Sales-101考試培訓資料得到廣大考生的稱譽已經不是最近幾天的事情了，說明VCESoft Salesforce的Sales-101考試培訓資料信得過，確實可以幫助廣大考生通過考試，讓考生沒有後顧之憂，VCESoft Salesforce的Sales-101考試培訓資料暢銷和同行相比一直遙遙領先，率先得到廣大消費者的認可，口碑當然不用說，如果你要參加 Salesforce的Sales-101考試，就趕緊進VCESoft這個網站，相信你一定會得到你想要的，不會錯過就不會後悔，如果你想成為最專業最受人矚目的IT專家，那就趕緊加入購物車吧。

Sales-101認證資料：https://www.vcesoft.com/Sales-101-pdf.html

- Sales-101下載 □ Sales-101下載 □ Sales-101最新題庫資源 □ 到「 www.vcesoft.com 」搜索☀ Sales-101 □☀□輕鬆取得免費下載最新Sales-101題庫資源
- Pass-Sure Sales-101考試證照和資格考試中的領先供應商和奇妙的Salesforce Salesforce Certified Sales Foundations □ 免費下載✔ Sales-101 □✔□只需進入➤ www.newdumpspdf.com □網站Sales-101熱門認證
- 免費PDF Sales-101考試證照 |第一次嘗試輕鬆學習並通過考試可靠的Sales-101：Salesforce Certified Sales Foundations □ □ www.vcesoft.com □是獲取□ Sales-101 □免費下載的最佳網站Sales-101權威考題
- Pass-Sure Sales-101考試證照和資格考試中的領先供應商和奇妙的Salesforce Salesforce Certified Sales Foundations □ 打開□ www.newdumpspdf.com □搜尋➡ Sales-101 □以免費下載考試資料Sales-101下載
- Sales-101考試證照＆有保障的Salesforce Sales-101考試成功 - 更新的Sales-101認證資料 □ 打開{ www.pdfexamdumps.com }搜尋【 Sales-101 】以免費下載考試資料Sales-101下載
- Sales-101考題資訊 □ Sales-101考證 □ Sales-101下載 □ ☀ www.newdumpspdf.com □☀□上的免費下載「 Sales-101 」 頁面立即打開Sales-101題庫更新
- Sales-101題庫更新 □ Sales-101權威認證 □ Sales-101在線考題 □ 在▷ www.kaoguti.com ◁網站上免費搜索➤ Sales-101 □題庫Sales-101考古題
- Sales-101下載 □ Sales-101最新題庫資源 □ Sales-101熱門考古題 □ 在➤ www.newdumpspdf.com □上搜索□ Sales-101 □並獲取免費下載Sales-101權威考題
- Sales-101通過考試 □ Sales-101最新題庫資源 □ Sales-101題庫資訊 □ □ tw.fast2test.com □是獲取□ Sales-101 □免費下載的最佳網站最新Sales-101題庫資源
- Sales-101權威認證 ➡ Sales-101權威考題 ✪ Sales-101熱門認證 □ 立即在□ www.newdumpspdf.com □上搜尋「 Sales-101 」 並免費下載最新Sales-101題庫資源
- Sales-101權威考題 □ Sales-101證照信息 □ Sales-101下載 □ 透過➡ tw.fast2test.com □□□輕鬆獲取（ Sales-101 ） 免費下載Sales-101在線考題
- www.stes.tyc.edu.tw, nxtnerd.com, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, ncon.edu.sa, schoolofdoers.com, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, digitalwbl.com, www.stes.tyc.edu.tw, Disposable vapes

從Google Drive中免費下載最新的VCESoft Sales-101 PDF版考試題庫：https://drive.google.com/open?id=1CQCmrEhIeXga9X5fFbaLXgw6iLK_-oNL