

Valid Sales-101 Test Discount & Sales-101 New Practice Questions



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Our content and design of the Sales-101 exam questions have laid a good reputation for us. Our users are willing to volunteer for us. You can imagine this is a great set of Sales-101 learning guide! Next, I will introduce you to the most representative advantages of Sales-101 Real Exam. You can think about whether these advantages are what you need! First, we have high pass rate as 98% to 100% which is unique in the market. Secondly, the price of the Sales-101 study materials is favourable.

Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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.
Topic 3	<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 4	<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.
Topic 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-101 New Practice Questions, Sales-101 Valid Examcollection

After seeing you struggle, TorrentVCE has come up with an idea to provide you with the actual and updated Salesforce Sales-101 practice questions so you can pass the Salesforce Sales-101 certification test on the first try and your hard work doesn't go to waste. Updated Sales-101 Exam Dumps are essential to pass the Salesforce Sales-101 certification exam so you can advance your career in the technology industry and get a job in a good company that pays you well.

Salesforce Certified Sales Foundations Sample Questions (Q129-Q134):

NEW QUESTION # 129

A sales representative has spent countless hours on due diligence to make the appropriate recommendation. At the last minute, the customer makes an unexpected objection. The sales rep is surprised and wants to better understand where this objection is coming from.

Which approach should the sales rep take?

- A. Highlight customer success stories to build credibility.
- **B. Revisit the discovery phase of the sales process.**
- C. Acknowledge the objection and try to close with a different tactic.

Answer: B

Explanation:

The discovery phase of the sales process is where the sales representative uncovers the customer's pain points, needs, goals, and challenges. By revisiting the discovery phase, the sales rep can better understand where the objection is coming from, and whether it is a valid concern or a hidden motive. Revisiting the discovery phase can also help the sales rep restate the value proposition, reinforce the benefits of the solution, and address any gaps or misunderstandings that may have caused the objection. The other options are not effective approaches, as they may ignore the customer's perspective, damage the trust, or create more resistance.

References:

- * Cert Prep: Salesforce Certified Sales Representative, unit "Value Selling"
- * [Sales Rep Training], unit "Sell with Value"
- * Salesforce Certified Sales Representative Exam Guide, section "Value Selling"

NEW QUESTION # 130

A sales representative is doing a 9-month check-in with a customer following a successful deployment. The sales rep found an additional product that will help improve the customer value and adoption.

Which customer success concept is the sales rep utilizing in this example?

- A. Improved experiences
- B. Shared risks and shared accountability
- **C. Innovate together**

Answer: C

Explanation:

When a sales representative conducts a 9-month check-in and identifies an additional product that could enhance customer value and adoption, they are utilizing the customer success concept of "Innovate together." This approach involves working collaboratively with the customer to find new solutions and opportunities that can drive further success and value from the partnership. By proactively suggesting products or services that complement previous purchases, the sales rep is helping the customer to innovate and achieve better results, reinforcing the relationship and demonstrating ongoing commitment to the customer's success.

Reference: Salesforce Blog - Customer Success

NEW QUESTION # 131

A sales representative delivers a proposal and checks in with the prospect on the perceived value and alignment.

At which stage are they in the sales process?

- A. Collaborate
- **B. Confirm**
- C. Connect

Answer: B

Explanation:

The stage in the sales process where a sales representative delivers a proposal and checks in with the prospect on the perceived value and alignment is typically known as the "Confirm" stage. During this phase, the sales rep seeks to ensure that the proposal meets the prospect's needs and expectations, and that there is a mutual understanding of the value the solution offers. This step is crucial for moving towards closing the sale, as it involves resolving any outstanding questions or concerns and solidifying the prospect's commitment to proceeding. Salesforce outlines various stages in the sales process, and the confirmation stage is critical for validating that both parties are aligned before finalizing the deal.

Reference: Salesforce Sales Cloud - Sales Process

NEW QUESTION # 132

How can a sales representative begin a confirming question?

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

Answer: A

Explanation:

"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 says or 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>

NEW QUESTION # 133

When a sales representative faces an objection, what is an effective first step to overcome it?

- A. Acknowledge the objection and ask follow-up questions.
- B. Provide an additional demonstration based on the objection.
- C. Explain policies and procedures that solve the objection.

Answer: A

Explanation:

Acknowledging the objection and asking follow-up questions is an effective first step to overcome an objection from the customer. Acknowledging the objection helps to show empathy and respect for the customer's concerns, as well as to avoid confrontation or defensiveness. Asking follow-up questions helps to understand the root cause, scope, and impact of the objection, as well as to clarify any misunderstandings or misinformation. References: <https://www.salesforce.com/resources/articles/sales-objections/#sales-objections-handling>

NEW QUESTION # 134

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