

一番優秀なSales-101試験復習と更新するSales-101受験準備



ちなみに、ShikenPASS Sales-101の一部をクラウドストレージからダウンロードできます：
<https://drive.google.com/open?id=1Pfg9ojtN47SNvtl0UbwJOUv-XffYov6V>

学習への関心を高めるには学習者に学習のための良い鍵を与えることが必要であり、これは学習者の内部要因の積極的な発達を促進することです。Sales-101質問トレントの最大の機能は、お客様が優れた学習習慣を身に付け、学習への関心を高め、簡単に試験に合格し、Sales-101認定を取得できるようにすることです。候補者のために高品質の製品を生産するために、当社のすべての労働者が協力しています。私たちのSales-101試験トレントはあなたの将来にとって非常に役立つと信じています。

Salesforce Sales-101 認定試験の出題範囲：

トピック	出題範囲
トピック 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.
トピック 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.
トピック 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.

>> Sales-101試験復習 <<

Salesforce 試験は、イメージをつかめばスッキリわかります！ Sales-101 問題集

学習資料が時代に遅れないようにしながら、Sales-101学習の質問をより専門的にするために多数の専門家を選択しました。もちろん、必要な情報を取得するためにすべてを行っており、より迅速に進めることができます。また、Sales-101試験トレーニングプロフェッショナルからいつでもサポートを受けることができます。私

私たちは、Sales-101テストガイドの専門家の助けを借りて、確実に非常に良い経験を得ることを確信できます。優れた材料と方法は、より少ない労力でより多くの成果を上げるのに役立ちます。Sales-101テストガイドを選択して、成功に近づきましょう！

Salesforce Certified Sales Foundations 認定 Sales-101 試験問題 (Q20-Q25):

質問 # 20

Universal Containers (UC) is starting its third fiscal quarter and wants to ensure its sales representatives' territory plans will be successful.

Which activity should UC and its sales reps review mid-year to ensure success?

- A. Survey the sales team and get recommendations.
- B. Change plans to provide a fresh view on each account.
- C. Assess prospect and account quality to prioritize leads.

正解: C

解説:

Assessing prospect and account quality to prioritize leads is an activity that can help ensure sales success mid-year by focusing on the most promising opportunities and allocating resources accordingly. Assessing prospect and account quality involves evaluating factors such as fit, interest, urgency, and authority, and ranking leads based on their likelihood and readiness to

buy. References: <https://www.salesforce.com/resources/articles/lead-generation/#lead-generation-strategies>

質問 # 21

A company is struggling to acquire new customers. After careful analysis, it realizes its value proposition is not resonating with potential customers, so it develops a new value proposition.

Which metric should the company use to track the effectiveness of the new value proposition?

- A. Lead conversion rate
- B. Lead quality score
- C. Customer satisfaction score

正解: A

解説:

Lead conversion rate is a metric that the company should use to track the effectiveness of the new value proposition. A value proposition is a statement that summarizes how the product can solve the customer's problems, fulfill their needs, and provide them with benefits that outweigh the costs. Lead conversion rate is a measure of how many leads (prospects who have shown interest in the product) become customers (prospects who have bought the product). Lead conversion rate helps to evaluate how well the value proposition resonates with potential customers and influences their purchase decisions. References: <https://www.salesforce.com/resources/articles/value-proposition/#value-proposition-metrics>

質問 # 22

How can the sales rep work with marketing to improve the health of their pipeline?

- A. Focus on behaviors and attributes that define a quality lead.
- B. Broaden the scope of the prospect profile.
- C. Expand the number of channels to reach more prospects.

正解: A

解説:

Focusing on behaviors and attributes that define a quality lead is a way that the sales rep can work with marketing to improve the health of their pipeline. A quality lead is a prospect who has shown interest in the product, has a need or problem that the product can solve, has the authority and budget to make a purchase decision, and is ready to buy within a reasonable time frame. Focusing on quality leads helps to increase conversion rates, reduce sales cycles, and optimize

resources. References: <https://www.salesforce.com/resources/articles/lead-generation/#lead-generation-strategies>

質問 # 23

Which factor can the sales representative focus on to win the customer first and support their sales quota long term?

- A. Maximizing opportunities
- **B. Customer experience**
- C. Product evangelism

正解: B

解説:

Customer experience is the factor that the sales representative can focus on to win the customer first and support their sales quota long term, because it is the sum of all the interactions and emotions that the customer has with the sales representative and the company throughout the sales cycle and beyond. A positive customer experience can lead to customer satisfaction, loyalty, retention, and advocacy, which can result in repeat purchases, referrals, and testimonials. Product evangelism and maximizing opportunities are not the best answers, because they are more focused on the sales representative's own goals and interests, rather than the customer's. Product evangelism is about promoting the product's features and benefits, but it may not address the customer's specific needs or challenges. Maximizing opportunities is about increasing the contract value or volume, but it may not align with the customer's budget or expectations. References: Certification - Sales Representative - Trailhead, [Sales Rep Training: Prepare Your Team to Sell Successfully - Trailhead]

質問 # 24

A sales representative wants to transition to a recommendation in a way that demonstrates their ability to provide a competitive solution.

What should they use?

- A. Summary statement
- **B. Success story**
- C. Solution unit

正解: B

解説:

A success story is what the sales representative should use to transition to a recommendation in a way that demonstrates their ability to provide a competitive solution, because it shows the customer how the sales rep's solution has helped other customers with similar needs and challenges, and what results and benefits they have achieved. A success story can also help to build trust and credibility with the customer, and inspire them to take action. A summary statement or a solution unit are not the best answers, because they are not as effective as a success story in demonstrating the sales rep's competitive advantage. A summary statement is a brief recap of the customer's situation, needs, and desired outcomes, but it does not show how the sales rep's solution can meet them. A solution unit is a specific feature or benefit of the sales rep's solution, but it does not show how it has worked for other customers or what outcomes it can deliver. References: Certification - Sales Representative - Trailhead, Sales Rep Training: Customer Engagement - Trailhead

質問 # 25

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Sales-101受験準備: <https://www.shikenpass.com/Sales-101-shiken.html>

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