

# Three Formats for Salesforce Sales-101 Practice Tests



We have authoritative production team made up by thousands of experts helping you get hang of our Sales-101 study question and enjoy the high quality study experience. We will update the content of Sales-101 test guide from time to time according to recent changes of examination outline and current policies. Besides, our Sales-101 Exam Questions can help you optimize your learning method by simplifying obscure concepts so that you can master better. One more to mention, with our Sales-101 test guide, there is no doubt that you can cut down your preparing time in 20-30 hours of practice before you take the exam.

## Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>

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## Exam Sales-101 Bible - Sales-101 Training For Exam

So you should have to be vigilant and prepare well to crack the Sales-101 exam. For complete, comprehensive, and instant Salesforce Certified Sales Foundations Sales-101 exam preparation, the FreePdfDump Sales-101 Dumps are the right choice. You

can trust Sales-101 exam questions and start Salesforce Certified Sales Foundations Sales-101 exam preparation. No doubt the FreePdfDump is one of the leading and reliable platforms that has been helping Sales-101 Exam candidates in their preparation. The FreePdfDump offers valid, updated, and real Salesforce Certified Sales Foundations Sales-101 exam practice questions that perfectly and quickly prepare the Sales-101 exam candidates.

## Salesforce Certified Sales Foundations Sample Questions (Q63-Q68):

### NEW QUESTION # 63

A sales representative is preparing a presentation to showcase the value proposition of their solution to a prospect. What should be the main objective of this presentation?

- A. To build credibility with the prospect using their public speaking skills and professional appearance
- B. To communicate how the solution addresses the prospect's pain points and needs, and delivers tangible return on investment (ROI)
- C. To provide an in-depth analysis of the prospect's competitors and market trends

**Answer: B**

Explanation:

The main objective of a value proposition presentation is to show the prospect how the solution can solve their problems, fulfill their needs, and provide them with benefits that outweigh the costs. A value proposition presentation should highlight the unique features and advantages of the solution, as well as quantify the expected outcomes and ROI for the prospect. References: <https://www.salesforce.com/resources/articles/value-proposition/#value-proposition-presentation>

### NEW QUESTION # 64

How does a sales representative determine if a customer might be a valid prospect for the product?

- A. Uncover what the customer is planning to do and the executive staff's purchasing preferences.
- B. Review the customer's website and tell the prospect that the product will solve their problems.
- C. Understand the customer's pain points and what they attempted in the past that was unsuccessful.

**Answer: C**

Explanation:

Understanding the customer's pain points and what they attempted in the past that was unsuccessful is a way to determine if a customer might be a valid prospect for the product. This helps to identify the customer's needs, challenges, goals, and motivations, as well as to assess their fit and readiness for the product. This also helps to position the product as a solution that can address their pain points and provide value. References: <https://www.salesforce.com/resources/articles/sales-process/#qualify>

### NEW QUESTION # 65

A sales representative is showing their customer how they can reduce their costs and improve productivity.

What is being delivered?

- A. Success story
- B. Value proposition
- C. Use case

**Answer: B**

Explanation:

When a sales representative demonstrates how their products or services can reduce costs and enhance productivity for a customer, they are presenting a value proposition. A value proposition articulates the unique benefits and value that the company's offerings provide, distinguishing them from competitors. It focuses on the specific advantages the customer will experience, such as cost savings and productivity improvements.

Salesforce emphasizes the importance of understanding customer needs and effectively communicating how their solutions can address those needs, which is central to crafting a compelling value proposition.

Reference: Salesforce Sales Cloud

## NEW QUESTION # 66

A sales representative wants to drive the adoption of a new product with a customer. How should the sales rep address the customer's question: "What's in it for me?"

- A. Provide product documentation.
- B. Offer a product sample.
- **C. Articulate the business value.**

**Answer: C**

Explanation:

Articulating the business value is how the sales rep should address the customer's question: "What's in it for me?" Business value is the benefit or advantage that the product provides to the customer in terms of improving their situation, solving their problems, fulfilling their needs, or achieving their goals. Articulating the business value helps to show the customer how the product can help them succeed and grow. References:

<https://www.salesforce.com/resources/articles/value-selling/#value-selling-definition>

## NEW QUESTION # 67

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. Connect
- **C. Confirm**

**Answer: C**

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 # 68

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