

# 高通過率Sales-101指南和資格考試中的領先提供者和最新更新Salesforce Salesforce Certified Sales Foundations



P.S. VCESoft在Google Drive上分享了免費的2026 Salesforce Sales-101考試題庫：[https://drive.google.com/open?id=1CQCmrEhIeXga9X5fbaLXgw6iLK\\_-oNL](https://drive.google.com/open?id=1CQCmrEhIeXga9X5fbaLXgw6iLK_-oNL)

VCESoft的Sales-101考古題可以讓你輕鬆地準備考試。另外，如果你是第一次參加考試，那麼你可以使用軟體版的考古題。因為這是一個完全模擬真實考試的氛圍和形式的軟體。你可以提前感受到真實的考試。這樣你在真實的考試中就不會感到緊張。用過了軟體版的考古題，你就可以在參加考試時以一種放鬆的心態來做題，有利於你正常發揮你的水準。

VCESoft對客戶的承諾是我們可以幫助客戶100%通過IT認證考試。VCESoft的產品的品質是經很多IT專家認證的。我們產品最大的特點就是具有很大的針對性，只需要20個小時你就能完成培訓課程，而且能輕鬆通過你的第一次參加的Salesforce Sales-101 認證考試。選擇VCESoft你將不會後悔，因為它代表了你的成功。

>> Sales-101指南 <<

## Sales-101考試內容，Sales-101證照信息

如果你正在準備Sales-101考試，為Sales-101認證做最後衝刺，又苦於沒有絕對權威的考試真題模擬。很多考生現在都用Salesforce Sales-101考題作為參加Sales-101考試最快捷，最信任的方式。擺正好心態，認真閱讀準備好的Sales-101考題，考試時心中不要慌，任何一場考試，都是與考生在進行心理戰的準備，遇到難的題目先不要去管，調整好心態準備應戰下一條題目。加上之前準備充足獲取Sales-101認證應該是沒有問題的。

## Salesforce Sales-101 考試大綱：

主題	簡介
主題 1	<ul style="list-style-type: none"><li>• <b>Planning:</b> 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>
主題 2	<ul style="list-style-type: none"><li>• <b>Forecasting:</b> 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>
主題 3	<ul style="list-style-type: none"><li>• <b>Pipeline Management:</b> 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.</li></ul>
主題 4	<ul style="list-style-type: none"><li>• <b>Customer Engagement:</b> 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>

## 最新的 Sales Professional Sales-101 免費考試真題 (Q23-Q28):

### 問題 #23

A sales representative wants to show a prospect the value of their product or service. Which type of document should the sales rep provide to the prospect?

- A. Marketing whitepaper
- **B. Sales proposal**
- C. Whitespace analysis

答案： B

### 解題說明：

A sales proposal is a document that outlines the benefits and features of a product or service, as well as the pricing and terms of the deal. A sales proposal is designed to persuade the prospect to buy from the sales rep by showing them the value of the solution and how it meets their needs. A sales proposal should be customized to the specific prospect and their situation, and should include a clear call to action. References:

- \* Sales Rep Training: Create Effective Selling Habits (Unit: Write Winning Sales Proposals)
- \* Cert Prep: Salesforce Certified Sales Representative (Unit: Sales Strategy and Planning)

### 問題 #24

A sales representative has a list of prospects to cold call but is unsure whether the task is beneficial. After a discussion with their mentor, the sales rep has the information they need and is ready to get started. What is one benefit of cold calling?

- A. Key decision makers usually respond more readily to phone calls.
- B. Phone calls are a quicker and more scalable method of contact.
- **C. Phone calls provide immediate feedback whether the lead is worth pursuing.**

答案： C

### 解題說明：

Cold calling is the process of contacting potential customers who have not expressed any prior interest in your product or service. Cold calling can be a challenging but rewarding task for sales representatives, as it can help them generate new leads and opportunities. One of the benefits of cold calling is that phone calls provide immediate feedback whether the lead is worth pursuing or not. Unlike other methods of contact, such as email or social media, phone calls allow the sales rep to gauge the level of interest, need, and urgency of the prospect, as well as to address any objections or questions they may have. Phone calls also enable the

sales rep to establish rapport and trust with the prospect, and to move them along the sales process more quickly and effectively.

References:

\* Cert Prep: Salesforce Certified Sales Representative, unit "Generate Leads and Opportunities"

\* [Sales Rep Training], unit "Prepare Your Team to Sell Successfully"

#### 問題 #25

What are the key elements of a successful cold call?

- A. Several short questions and a shared link to product descriptions on the company website
- **B. A compelling hook that ties in a product or service and open-ended questions**
- C. Details about the decision maker and a follow-up with them soon after the call

答案: B

解題說明:

A cold call is a phone call to a potential customer who has not expressed any prior interest in your product or service. The key elements of a successful cold call are a compelling hook and open-ended questions. A compelling hook is a brief statement that captures the attention of the prospect and shows them how your product or service can solve their problem or meet their need. Open-ended questions are questions that require more than a yes or no answer, and that encourage the prospect to share more information about their situation, goals, challenges, and preferences. By using a compelling hook and open-ended questions, you can engage the prospect, build rapport, qualify them as a lead, and move them to the next stage of the sales process. References:

\* Cert Prep: Salesforce Certified Sales Representative, unit "Generate Leads and Opportunities"

\* [Sales Rep Training], unit "Prepare Your Team to Sell Successfully"

#### 問題 #26

A sales representative has a pipeline with a mix of opportunities at various stages.

The sales rep wants to improve stage velocity.

What should the sales rep do to improve stage velocity?

- **A. Obtain guidance from a manager and create a follow-up cadence.**
- B. Survey customers and engage them when the customer requests.
- C. Sort deals by size and focus on the largest ones first.

答案: A

解題說明:

Obtaining guidance from a manager and creating a follow-up cadence is what the sales rep should do to improve stage velocity. Stage velocity is the measure of how fast an opportunity moves from one stage to another in the sales process. Obtaining guidance from a manager helps to get feedback, advice, and support on how to advance the opportunity. Creating a follow-up cadence helps to maintain communication, engagement, and momentum with the customer. References: <https://www.salesforce.com/resources/articles/sales-pipeline/#sales-pipeline-metrics>

#### 問題 #27

A sales representative is using a creative problem-solving process to help their customer uncover breakthrough solutions.

What is the name of this approach?

- A. Agile methodology
- B. Linear sales
- **C. Design thinking**

答案: C

解題說明:

Design thinking is a creative problem-solving process that involves understanding the customer's needs, challenges, and goals, and generating innovative solutions that address them. Design thinking is based on five stages: empathize, define, ideate, prototype, and test. By using design thinking, sales representatives can help their customers discover new possibilities, overcome obstacles, and create value. References:

