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Salesforce Salesforce-Sales-Representative Exam Syllabus Topics:

| Topic | Details |
|---------|---|
| Topic 1 | <ul style="list-style-type: none">Forecasting: In this topic, Salesforce Sales Professionals assess forecast accuracy to drive opportunity consistency and evaluate risks and opportunities in business deals. Understanding key inputs for the forecasting process helps optimize predictions, an essential skill for the Salesforce Certified Sales Representative Exam. |
| Topic 2 | <ul style="list-style-type: none">Pipeline Management: In this topic, Salesforce Sales Professionals develop skills to generate and evaluate pipeline opportunities. Candidates also focus on analyzing pipeline health insights. It ensures data integrity, improves relevance, and enables accurate stage progression. These competencies underpin successful pipeline management strategies, measured in the Salesforce Certified Sales Representative Exam. |
| Topic 3 | <ul style="list-style-type: none">Planning: In this topic, Salesforce Sales Professionals examine the elements of territory planning, such as account segmentation and prioritization. The focus of this topic is on creating approaches to engage key accounts effectively and developing robust business relationships with essential roles and personas. |
| Topic 4 | <ul style="list-style-type: none">Customer Success: While covering this topic, sales professionals identify actions required for order booking and fulfillment. Recognizing the post-sales customer journey and assessing expected and realized value ensures alignment with customer goals, a vital area of knowledge for the exam. |

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Salesforce Certified Sales Representative Sample Questions (Q46-Q51):

NEW QUESTION # 46

A sales representative clarifies how a specific customer will benefit from the solution proposed.

Which part of a solution unit is the sales rep using?

- A. Application
- B. Fact
- C. Benefit

Answer: C

Explanation:

A benefit is a part of a solution unit that clarifies how a specific customer will benefit from the solution proposed. A benefit is the value or advantage that the solution provides to the customer, such as saving time, money, or effort, or increasing productivity, quality, or satisfaction. A benefit should be specific, measurable, and relevant to the customer's pain points and needs. Reference: <https://www.salesforce.com/resources/articles/value-selling/#value-selling-definition>

NEW QUESTION # 47

Which sales quota measurement focuses on the end result rather than the relationship with the customer?

- A. Lead conversion rate
- B. Onsite visits
- C. Calls made

Answer: C

Explanation:

Calls made is a sales quota measurement that focuses on the end result rather than the relationship with the customer. A sales quota is a target or goal that a sales rep has to achieve within a specific time period. Calls made is a measure of how many calls a sales rep makes to prospects or customers in order to generate leads, opportunities, or sales. Calls made is an activity-based measure that reflects the quantity or volume of the sales rep's efforts, rather than the quality or value of their interactions with the customer.

Reference: <https://www.salesforce.com/resources/articles/sales-quota/#sales-quota-types>

NEW QUESTION # 48

A sales representative is having a difficult conversation with a customer who is delaying making a decision to move forward without providing much detail.

What should the sales rep do to uncover why the customer is delaying the decision?

- A. Highlight the benefits of the product to the customer.
- B. Discuss the customer's concerns with their internal team.
- C. Ask pointed questions to identify customer interests.

Answer: C

Explanation:

Asking pointed questions to identify customer interests is what the sales rep should do to uncover why the customer is delaying the decision. Pointed questions are questions that are direct, specific, and focused on a particular topic or issue. Pointed questions help to get to the core of the customer's hesitation, concerns, or objections, as well as to provide relevant information or solutions that can persuade them to take action.

References: <https://www.salesforce.com/resources/articles/sales-questions/#sales-questions-types>

NEW QUESTION # 49

Why is it important for a sales representative to follow their company's sales methodology?

- A. Develops a better pipeline for growth
- B. Understands different approaches for achieving the same goal
- C. Creates consistent vision across sellers

Answer: C

Explanation:

Following the company's sales methodology is important because it creates a consistent vision across sellers.

A unified sales approach ensures that all sales representatives understand and adhere to the same principles, strategies, and goals.

This consistency helps in delivering a uniform customer experience, aligning sales efforts with the company's objectives, and facilitating collaboration among team members. Salesforce highlights the significance of a structured sales methodology to streamline sales processes, improve efficiency, and achieve better sales outcomes.

NEW QUESTION # 50

What is the desired outcome of an upsell proposal?

- A. To decrease customer churn rate
- B. To optimize existing product offerings
- C. To maintain current agreement during a renewal

Answer: B

Explanation:

The desired outcome of an upsell proposal is to optimize existing product offerings by selling more features or services to an existing customer. Upselling helps to increase customer satisfaction, loyalty, and retention by providing them with more value and benefits from the product. Upselling also helps to increase revenue and profitability for the sales rep and the company. Reference:

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

NEW QUESTION # 51

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