

Sales-101 Valid Test Answers & Certified Sales-101 Questions



The content of our three versions of Sales-101 exam questions is the absolute same, just in different ways to use. Therefore, you do not worry about that you get false information of Sales-101 guide materials. According to personal preference and budget choice, choosing the right goods to join the shopping cart. The 3 formats of Sales-101 Study Materials are PDF, Software/PC, and APP/Online. Each format has distinct strength and advantages to help you pass the exam.

Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	Pipeline Management: 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.

Topic 3	• 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.
---------	---

>> Sales-101 Valid Test Answers <<

Start Preparation with Salesforce Sales-101 Exam Dumps

This product is enough to get ready for the Sales-101 test on the first attempt. Three formats are easy to use and meet the needs of every Salesforce Certified Sales Foundations (Sales-101) test applicant. The Salesforce Sales-101 practice material's three formats are Desktop practice test software, web-based practice exam, and PDF.

Salesforce Certified Sales Foundations Sample Questions (Q77-Q82):

NEW QUESTION # 77

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

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

Answer: A

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 # 78

What is the primary benefit of team selling at a key account?

- A. Reduces the workload for individual sales representatives
- B. Leverages collective expertise to meet customer expectations
- C. Provides the customer with multiple points of contact

Answer: B

Explanation:

Team selling is a strategy of using a group of salespeople with different skills and expertise to sell to and serve major accounts. The primary benefit of team selling at a key account is that it leverages the collective expertise of the team members to meet the customer's expectations and needs. Team selling can help create value for the customer by providing customized solutions, addressing complex problems, and delivering superior service. Team selling can also help build trust and loyalty with the customer by demonstrating commitment, collaboration, and professionalism. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Build and Maintain Relationships with Key Accounts"

* Team Selling: The Secret Weapon in Major Accounts

NEW QUESTION # 79

A sales representative is given an objection and shows respect for the customer's opinion.

What level of listening is the sales rep leveraging?

- A. Selective
- B. Attentive

- C. Empathetic

Answer: C

Explanation:

Empathetic listening is the level of listening that the sales rep is leveraging when they show respect for the customer's opinion after receiving an objection. An objection is a reason or concern that the customer has for not buying the product or service that the sales rep offers. Empathetic listening is a type of listening that involves understanding and sharing the feelings and emotions of the customer, as well as acknowledging and validating their perspective. Empathetic listening helps to build trust and rapport, reduce resistance, and resolve objections.

NEW QUESTION # 80

A junior sales representative engages with key accounts to understand their pain points, current solutions, and future goals. Which skill is the sales rep growing?

- A. Product knowledge
- B. Sales acumen
- C. Business acumen

Answer: C

Explanation:

Business acumen is the ability to understand the business environment, the customer's industry, and the customer's specific challenges and goals. A junior sales representative who engages with key accounts to understand their pain points, current solutions, and future goals is growing their business acumen skill. By doing so, they can better align their product or service with the customer's needs and expectations, and create more value for them. Business acumen is one of the core competencies of a sales professional, as it helps them build credibility, trust, and rapport with the customer, and differentiate themselves from the competition. References:

* Cert Prep: Salesforce Certified Sales Representative, unit "Build and Maintain Relationships with Key Accounts"

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

NEW QUESTION # 81

A sales representative is having challenges getting access to the decision maker to close a deal. How can the sales rep convince their contact to make an introduction to the decision maker?

- A. Increase the frequency of engagement with the contact.
- B. Focus the discussion on the contact's role and responsibilities.
- C. Share a customer success story based on real-world use cases and results.

Answer: C

Explanation:

Sharing a customer success story is a powerful way to convince a contact to make an introduction to the decision maker, as it demonstrates the value and credibility of the sales rep's solution. A customer success story should include the following elements: the customer's challenge, the solution they implemented, and the results they achieved. The sales rep should also tailor the story to match the contact's industry, role, and pain points, and highlight how the solution can help them achieve their goals. By sharing a customer success story, the sales rep can create a sense of urgency and curiosity in the contact, and motivate them to introduce the sales rep to the decision maker who can benefit from the solution as well. References:

* Sales Rep Training: Create Effective Selling Habits, unit "Use Customer Success Stories to Sell with Value".

* Cert Prep: Salesforce Certified Sales Representative, unit "Close Deals with Value".

NEW QUESTION # 82

.....

As you can see, our Sales-101 practice exam will not occupy too much time. Also, your normal life will not be disrupted. The only difference is that you harvest a lot of useful knowledge. Do not reject learning new things. Maybe your life will be changed a lot after learning our Sales-101 Training Questions. And a brighter future is waiting for you. So don't waste time and come to buy our Sales-101 study braindumps.

Certified Sales-101 Questions: <https://www.guidetorrent.com/Sales-101-pdf-free-download.html>

- Complete Sales-101 Valid Test Answers | Easy To Study and Pass Exam at first attempt - Correct Sales-101: Salesforce Certified Sales Foundations □ Search for □ Sales-101 □ on ➡ www.testsimulate.com □ immediately to obtain a free download ♡ Reliable Sales-101 Exam Vce
- Sales-101 Best Study Material □ New Sales-101 Test Sims □ Sales-101 New Practice Questions □ Search for ✓ Sales-101 □ ✓ □ on “www.pdfvce.com” immediately to obtain a free download □ Sales-101 Dumps PDF
- New Sales-101 Exam Questions □ Reliable Sales-101 Learning Materials □ Sales-101 Best Study Material □ Immediately open ➡ www.examsreviews.com □ and search for ➤ Sales-101 □ to obtain a free download □ Pass Sales-101 Rate
- Pass Sales-101 Exam with Updated Sales-101 Valid Test Answers by Pdfvce □ Simply search for □ Sales-101 □ for free download on □ www.pdfvce.com □ □ Sales-101 Reliable Exam Price
- Study Sales-101 Test ♣ Related Sales-101 Certifications □ Sales-101 Practice Engine □ Easily obtain free download of □ Sales-101 □ by searching on □ www.prep4pass.com □ ↑ New Sales-101 Exam Questions
- Sales-101 Best Study Material □ Test Sales-101 Questions Vce □ New Sales-101 Test Sims □ Search for 「 Sales-101 」 and download it for free on ► www.pdfvce.com ◀ website □ Sales-101 Reliable Exam Price
- Sales-101 Test Prep Have a Biggest Advantage Helping You Pass Sales-101 Exam - www.examsreviews.com ✕ Open ▷ www.examsreviews.com ◁ enter □ Sales-101 □ and obtain a free download □ New Sales-101 Test Vce Free
- 100% Pass Salesforce - Sales-101 – Trustable Valid Test Answers □ The page for free download of ➤ Sales-101 □ on 「 www.pdfvce.com 」 will open immediately □ Sales-101 Practice Engine
- Pass Sales-101 Exam with Updated Sales-101 Valid Test Answers by www.examdiscuss.com □ Search for [Sales-101] and download it for free on ⇒ www.examdiscuss.com ⇐ website □ New Sales-101 Exam Questions
- Study Sales-101 Test □ Reliable Sales-101 Test Pass4sure ↔ Exam Sales-101 Overviews □ Search for ⇒ Sales-101 ⇐ and easily obtain a free download on (www.pdfvce.com) □ Sales-101 Reliable Exam Price
- Real Salesforce Sales-101 Questions – Swift Exam Success □ Open { www.real4dumps.com } enter □ Sales-101 □ and obtain a free download □ Latest Sales-101 Study Notes
- gradenet.ng, pt-ecourse.eurospeak.eu, wp.ittec.in, lms.ait.edu.za, www.stes.tyc.edu.tw, amazoninstituteekhairpur.com, www.stes.tyc.edu.tw, thelegendlegacy.com, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, online.a-prendo.com, Disposable vapes