

Sales-101 Valid Test Camp & Free PDF 2025 Salesforce Salesforce Certified Sales Foundations Realistic Practice Online



As an IT field top company Salesforce certifications are verified as senior products expert standards. Salesforce field reputation and products market share improve certification engine's high gold content. Sales-101 latest vce exam simulator can help you pass exam and get certification so that you can obtain senior position soon. Senior engineers with professional certification have 60% opportunities and 30% salary or so more than normal engineers.

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	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.

Topic 3	• 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 4	• Customer Success: This section of the exam measures skills of Sales Representatives and explains post-sales actions, order booking, and fulfillment. It also reviews the customer journey after the sale and evaluates the realized versus expected value to ensure satisfaction and retention.

>> Sales-101 Valid Test Camp <<

Practice Sales-101 Online | Latest Sales-101 Exam Notes

Our website are specialized in offering customers with reliable Salesforce braindumps and study guide, which written by a team of IT experts and certified trainers who enjoy great reputation in the IT field. All Sales-101 Test Questions are created based on the real test and followed by valid test answers and explanations. We guarantee you get high passing score with our Sales-101 exam prep.

Salesforce Certified Sales Foundations Sample Questions (Q52-Q57):

NEW QUESTION # 52

A sales representative recently closed a deal and wants to measure how likely the customer would be to recommend the product. Which measurements should the sales rep use?

- A. Customer Satisfaction Survey (CSAT)
- B. Customer Engagement Score (CES)
- C. Net Promoter Score (NPS)

Answer: C

Explanation:

Net Promoter Score (NPS) is a metric that evaluates the loyalty and satisfaction of customers based on how likely they are to recommend a product or service to others. It is calculated by asking customers one question:

"On a scale from 0 to 10, how likely are you to recommend this product/service to a friend or colleague?" Customers who respond with a 9 or 10 are considered promoters, customers who respond with a 7 or 8 are considered passives, and customers who respond with a 6 or lower are considered detractors. The NPS is then calculated by subtracting the percentage of detractors from the percentage of promoters. NPS can help sales reps identify their most enthusiastic and loyal customers, as well as those who are at risk of churn or dissatisfaction. NPS can also help sales reps generate referrals, testimonials, and reviews from their promoters, as well as improve their products and services based on the feedback from their detractors and passives. References:

- * What is Net Promoter Score (NPS)? How to Calculate & Interpret - Hotjar
- * Net Promoter Score (NPS): The Ultimate Guide - Qualtrics
- * What is Net Promoter Score (NPS)| Definition and Examples - ProductPlan

NEW QUESTION # 53

When a sales representative faces an objection, what is an effective first step to overcome it?

- A. Acknowledge the objection and ask follow-up questions.
- B. Explain policies and procedures that solve the objection.
- C. Provide an additional demonstration based on the objection.

Answer: A

Explanation:

Acknowledging the objection and asking follow-up questions is an effective first step to overcome an objection from the customer. Acknowledging the objection helps to show empathy and respect for the customer's concerns, as well as to avoid confrontation or defensiveness. Asking follow-up questions helps to understand the root cause, scope, and impact of the objection, as well as to clarify any misunderstandings or misinformation. References: <https://www.salesforce.com/resources/articles/sales-objections/#sales-objections-handling>

NEW QUESTION # 54

A sales representative is looking for ways to engage with a prospect at a greenfield account on a digital platform. Which customer-centric approach should be used by the sales rep?

- A. Promote a prospect's content on social media.
- B. Upsell to a prospect at an existing account.
- C. Send an email with content links to a prospect.

Answer: A

Explanation:

Promoting a prospect's content on social media is a customer-centric approach that can be used by the sales rep to engage with a prospect at a greenfield account on a digital platform, because it shows that the sales rep is interested in the prospect's work and values their expertise. This can help to build rapport and trust with the prospect, and create an opportunity for further conversation and relationship building. Upselling to a prospect at an existing account or sending an email with content links to a prospect are not customer-centric approaches, because they are more focused on the sales rep's own goals and interests, rather than the prospect's. Upselling to a prospect at an existing account is not relevant to a greenfield account, which is a new account with no prior relationship or history with the sales rep or the company. Sending an email with content links to a prospect may be seen as spammy or intrusive, and may not capture the prospect's attention or interest. References: Certification - Sales Representative - Trailhead, Sales Rep Training: Customer Engagement - Trailhead

NEW QUESTION # 55

A sales representative uses job titles as an indicator to qualify leads.

Which relevant information does the job title typically indicate about the lead to the sales rep?

- A. Whether the lead has sufficient buying power
- B. Whether the lead is engaged in the sales process
- C. Whether the lead is based within their region

Answer: A

Explanation:

Whether the lead has sufficient buying power is the relevant information that the job title typically indicates about the lead to the sales rep. A lead is a prospect who has shown interest in the product or service that the sales rep offers. A job title is a designation or position that a person holds in an organization or company. A job title helps to indicate whether the lead has sufficient buying power, which means that they have the authority or influence to make a purchase decision or approve a budget for the product or service.

NEW QUESTION # 56

What is a key indicator of a healthy sales pipeline for a sales representative?

- A. A balanced distribution of deals across different stages of the pipeline
- B. A high volume of new deals entering the pipeline each month
- C. A high percentage of deals in the last stage of the pipeline

Answer: A

Explanation:

A key indicator of a healthy sales pipeline is a balanced distribution of deals across different stages. This balance indicates that there are sufficient new opportunities being generated, deals are progressing through the pipeline at a healthy pace, and there is a steady flow of closings. A well-balanced pipeline helps in forecasting revenue more accurately and ensures the sustainability of sales operations. Salesforce advocates for regular pipeline reviews and management to maintain this balance, ensuring that all stages from lead generation to closing are well attended to.

Reference: Salesforce Blog - Sales Pipeline Management

NEW QUESTION # 57

.....

[illegible]