

# Salesforce Sales-101 Interactive Course - Sales-101 Related Content



DOWNLOAD the newest ExamPrepAway Sales-101 PDF dumps from Cloud Storage for free: <https://drive.google.com/open?id=1YekvpBSwSisCLpJZVCzFMspOazeGBYng>

For the purposes of covering all the current events into our Sales-101 study guide, our company will continuously update our training materials. And after payment, you will automatically become the VIP of our company, therefore you will get the privilege to enjoy free renewal of our Sales-101 practice test during the whole year. No matter when we have compiled a new version of our training materials our operation system will automatically send the latest version of the Sales-101 Preparation materials for the exam to your email, all you need to do is just check your email then download it.

As we all know, it is a must for all of the candidates to pass the exam if they want to get the related Sales-101 certification which serves as the best evidence for them to show their knowledge and skills. If you want to simplify the preparation process, here comes a piece of good news for you. We will bring you integrated Sales-101 Exam Materials to the demanding of the ever-renewing exam, which will be of great significance for you to keep pace with the times.

>> **Salesforce Sales-101 Interactive Course** <<

## Free PDF Quiz 2026 Salesforce Updated Sales-101 Interactive Course

The team of experts hired by Sales-101 exam torrent constantly updates and supplements the contents of our study materials according to the latest syllabus and the latest industry research results, and compiles the latest simulation exam question based on the research results of examination trends. We also have dedicated staffs to maintain updating Sales-101 Practice Test every day, and you can be sure that compared to other test materials on the market, Sales-101 quiz guide is the most advanced.

## Salesforce Certified Sales Foundations Sample Questions (Q84-Q89):

### NEW QUESTION # 84

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. Attentive
- **B. Empathetic**
- C. Selective

**Answer: B**

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 # 85

How should a sales representative identify and generate new additions to the pipeline?

- A. Provide customer support.
- **B. Attend industry conferences.**
- C. Conduct product demos.

**Answer: B**

Explanation:

Attending industry conferences is how a sales rep should identify and generate new additions to the pipeline.

A pipeline is a set of opportunities or potential customers that a sales rep is pursuing or managing in order to close sales. Attending industry conferences helps to network with prospects or customers who are interested or involved in the same field or market as the sales rep, as well as to showcase their products or services, generate leads, and build relationships.

#### NEW QUESTION # 86

During a sales cycle, a sales representative may be required to handle objections from the customer to close the deal.

What is an effective way to handle an objection?

- A. Offer friendlier terms and a lower price.
- B. Propose an alternative product.
- **C. Ask questions to characterize the issue.**

**Answer: C**

Explanation:

Asking questions to characterize the issue is an effective way to handle an objection from the customer.

Asking questions helps to understand the root cause, scope, and impact of the objection, as well as to show empathy and respect for the customer's concerns. Asking questions also helps to clarify any misunderstandings, provide relevant information, and propose solutions that address the objection. References:

<https://www.salesforce.com/resources/articles/sales-objections/#sales-objections-handling>

#### NEW QUESTION # 87

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 provide immediate feedback whether the lead is worth pursuing.**
- C. Phone calls are a quicker and more scalable method of contact.

**Answer: B**

Explanation:

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"

### NEW QUESTION # 88

A forecast is based on the rollup of a set of opportunities.  
What are three dimensions in a forecast rollup?

- A. Contacts, product family, and revenue
- B. Quotes, contacts, and territories
- C. Time, categories, and territories

**Answer: C**

Explanation:

A forecast is a projection of how much revenue you can generate in a quarter. A forecast rollup is the aggregation of a set of opportunities based on three dimensions: time, categories, and territories. Time refers to the fiscal period, such as month or quarter, that the forecast covers. Categories refer to the stages of the sales process, such as commit, best case, or pipeline. Territories refer to the sales regions or markets that the forecast applies to. References:

- \* Certification - Sales Representative - Trailhead
- \* Cert Prep: Salesforce Certified Sales Representative - Trailhead
- \* [Forecasting Guide - Salesforce Help]

### NEW QUESTION # 89

.....

You can easily self-assess your performance by practicing the Salesforce Sales-101 Exam Questions in practice software, which records your results. By preparing Sales-101 exam questions you can perform well in professional exams and earn your Salesforce. This is a life-changing opportunity so don't miss the chance. Avail of this opportunity, become a professional Salesforce certified and grow your career.

**Sales-101 Related Content:** <https://www.examprepaway.com/Salesforce/braindumps.Sales-101.etc.file.html>

Most IT workers prefer to use soft test engine to practice their Sales-101 test braindump, because you can feel the atmosphere of Sales-101 actual test, Tens of thousands of our customers have benefited from our exam materials and passed their Sales-101 exams with ease. Our company has 24 hours online workers, which means you can consult our workers about the Sales-101 Related Content - Salesforce Certified Sales Foundations learning materials at any time, ExamPrepAway Salesforce Sales-101 practice test software is the answer if you want to score higher in the Salesforce Certified Sales Foundations (Sales-101) exam and achieve your academic goals.

Asset Management and Governance, Now you can customize the layout by dragging Sales-101 Study Group and dropping photos from the Filmstrip to add them to different pages, and drag and drop photos between pages to swap their order in the book.

## Hot Sales-101 Interactive Course | Professional Salesforce Sales-101: Salesforce Certified Sales Foundations 100% Pass

Most IT workers prefer to use soft test engine to practice their Sales-101 test braindump, because you can feel the atmosphere of Sales-101 actual test, Tens of thousands of our customers have benefited from our exam materials and passed their Sales-101 exams with ease.

Our company has 24 hours online workers, which means Sales-101 you can consult our workers about the Salesforce Certified Sales Foundations learning materials at any time, ExamPrepAway Salesforce Sales-101 practice test software is the answer if you want to score higher in the Salesforce Certified Sales Foundations (Sales-101) exam and achieve your academic goals.

Using the latest Sales-101 dumps is the best way to prepare for the exam as it is relevant to the actual exam format.

- Pass Guaranteed Quiz 2026 Salesforce Sales-101: Salesforce Certified Sales Foundations – The Best Interactive Course ☐ ☐ Open ☐ [www.prep4away.com](http://www.prep4away.com) ☐ enter 「 Sales-101 」 and obtain a free download ☐ Sales-101 Discount Code
- Desktop Sales-101 Practice Exam Software ☐ Enter ▶ [www.pdfvce.com](http://www.pdfvce.com) ◀ and search for 「 Sales-101 」 to download for free ☐ Sales-101 Free Dump Download
- Sales-101 Training Questions ☐ Exam Sales-101 Material ☐ Sales-101 Interactive EBook ☐ Copy URL ➡ [www.examcollectionpass.com](http://www.examcollectionpass.com) ☐ ☐ ☐ open and search for { Sales-101 } to download for free ☐ Exam Sales-101 Material
- High Pass-rate Sales-101 Interactive Course - The Best Torrent to help you pass Salesforce Sales-101 ☐ Search for ➡

Sales-101 ☐ and download it for free on ☐ [www.pdfvce.com](http://www.pdfvce.com) ☐ website ☐ Sales-101 Best Vce

- Sales-101 Free Dump Download ☐ Sales-101 Interactive EBook ☐ Sales-101 Best Vce ☐ Easily obtain ➡ Sales-101 ☐☐☐ for free download through ➡ [www.easy4engine.com](http://www.easy4engine.com) ☐ ☐ Sales-101 Best Vce
- High Pass-rate Sales-101 Interactive Course - The Best Torrent to help you pass Salesforce Sales-101 ☐ Easily obtain free download of ▷ Sales-101 ◁ by searching on ⇒ [www.pdfvce.com](http://www.pdfvce.com) ⇐ ☐ Sales-101 Free Dump Download
- Sales-101 Discount Code ☐ Latest Sales-101 Test Report ☐ Online Sales-101 Version ☐ The page for free download of { Sales-101 } on ☐ [www.troytecdumps.com](http://www.troytecdumps.com) ☐ will open immediately ☐ Sales-101 Free Learning Cram
- Associate Sales-101 Level Exam ☐ Associate Sales-101 Level Exam ☐ Sales-101 Reliable Mock Test ☐ Download 【 Sales-101 】 for free by simply entering ( [www.pdfvce.com](http://www.pdfvce.com) ) website ☐ Sales-101 New Practice Questions
- Get Fresh Salesforce Sales-101 Exam Updates ☐ Open ☐ [www.examcollectionpass.com](http://www.examcollectionpass.com) ☐ and search for ☐ Sales-101 ☐ to download exam materials for free ☐ Sales-101 Latest Exam Testking
- Pass Guaranteed 2026 Salesforce Pass-Sure Sales-101: Salesforce Certified Sales Foundations Interactive Course ☐ Open website ( [www.pdfvce.com](http://www.pdfvce.com) ) and search for ➡ Sales-101 ☐☐☐ for free download ☐ Sales-101 Valid Test Sims
- High Pass-rate Sales-101 Interactive Course - The Best Torrent to help you pass Salesforce Sales-101 ☐ Easily obtain free download of ☐ Sales-101 ☐ by searching on ▷ [www.prepawaypdf.com](http://www.prepawaypdf.com) ◁ ↗ Sales-101 Reliable Test Braindumps
- [dewanacademy.com](http://dewanacademy.com), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.flirtic.com](http://www.flirtic.com), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [study.stcs.edu.np](http://study.stcs.edu.np), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), Disposable vapes

BONUS!!! Download part of ExamPrepAway Sales-101 dumps for free: <https://drive.google.com/open?id=1YekvpBSwSisCLpJZVCzFMspOazeGBYng>