# Salesforce-Sales-Representative Practice Tests - Salesforce-Sales-Representative Test Discount


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Our product is revised and updated according to the change of the syllabus and the latest development situation in the theory and the practice. The Salesforce-Sales-Representative Exam Torrent is compiled elaborately by the experienced professionals and of high quality. The contents of Salesforce-Sales-Representative guide questions are easy to master and simplify the important information. It conveys more important information with less answers and questions, thus the learning is easy and efficient. The language is easy to be understood makes any learners have no obstacles.

## Salesforce Salesforce-Sales-Representative Exam Syllabus Topics:

| Topic | Details |
|---|---|
| Topic 1 | • Deal Management: Salesforce Sales Professionals learn to qualify prospects and progress them through sales stages. In this topic, emphasis is placed on understanding customer goals, challenges, and initiatives to present tailored value propositions. Identifying obstacles, gaining commitment, and finalizing contracts are integral steps to successful deal management, a crucial focus area of the exam. |
| Topic 2 | • 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 3 | • 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. |
| Topic 4 | • Customer Engagement: In this topic, Salesforce Sales Professionals explore how to demonstrate thought leadership to shift customer perspectives and align solutions with needs. Moreover, the topic focuses on leveraging multiple touchpoints builds prospect interest, while nurturing relationships enhances product adoption. |
| Topic 5 | • 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. |

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# Salesforce Salesforce-Sales-Representative Test Discount - New Salesforce-Sales-Representative Test Answers

Passing the Salesforce Certified Sales Representative exam at first attempt is a goal that many candidates strive for. However, some of them think that good Salesforce Salesforce-Sales-Representative study material is not important, but this is not true. The right Salesforce-Sales-Representative preparation material is crucial for success in the exam. And applicants who don't find updated Salesforce-Sales-Representative prep material ultimately fail in the real examination and waste money. That's why PrepAwayETE offers actual Salesforce-Sales-Representative exam questions to help candidates pass the exam and save their resources.

## Salesforce Certified Sales Representative Sample Questions (Q97-Q102):

**NEW QUESTION # 97**
Leadership at Universal Containers is pressuring sales representatives to maintain a healthy pipeline, Which best practice can the sales reps use to satisfy management?

- A. Routinely scrub pipeline records and consistently disposition deals.
- B. Keep dead deals open and move the next touchpoint dates forward.
- C. Rely on marketing to identify and qualify inbound deals.

**Answer: A**

Explanation:
Routinely scrubbing pipeline records and consistently dispositioning deals is a best practice that the sales reps can use to satisfy management and maintain a healthy pipeline. Scrubbing pipeline records means reviewing and updating the status, accuracy, and quality of the opportunities in the pipeline. Dispositioning deals means moving the opportunities to the next stage, closing them as won or lost, or removing them from the pipeline. These practices help to ensure that the pipeline reflects the reality of the sales situation, as well as to identify and prioritize the most promising opportunities. Reference:
https://www.salesforce.com/resources/articles/sales-pipeline/#sales-pipeline-management

**NEW QUESTION # 98**
A sales representative is working with a new customer who has provided an abundance of information about their company's goals and objectives.
Which challenge could the sales rep encounter when developing the scope of a sales solution?

- A. Difficulty understanding the customer's pain points
- B. Available discounts and payment terms to offer to the customer
- C. The customer's lack of product knowledge

**Answer: B**

Explanation:
A challenge that the sales rep could encounter when developing the scope of a sales solution for a new customer who has provided an abundance of information about their company's goals and objectives is the available discounts and payment terms to offer to the customer. The sales rep needs to balance the customer's budget and expectations with the company's profitability and policies. The sales rep also needs to consider the competitive landscape, the value proposition, and the customer's decision criteria.The sales rep should consult with their manager or team to determine the bestpricing strategy and negotiation tactics for the deal. References: [Sales Rep Training: Negotiate and Close], [Cert Prep: Salesforce Certified Sales Representative: Negotiate and Close]

**NEW QUESTION # 99**
After verbally agreeing to the price and receiving a formal agreement, the customer informs the sales representative they are delaying the signature due to concerns about a liability risk.
Which customer role should the sales rep meet with to address the concerns?

- A. Legal
- B. Operations
- C. Finance

**Answer: A**

Explanation:
The customer role that the sales rep should meet with to address the concernsabout a liability risk is legal.
Legal is the customer role that is responsible for reviewing and approving the contractual terms and conditions, ensuring compliance with laws and regulations, and mitigating any potential risks or liabilities.
The sales rep should consult with their own legal team and work collaboratively with the customer's legal team to resolve any issues or objections, and to finalize the agreement. References: [Sales Rep Training:
Negotiate and Close], [Cert Prep: Salesforce Certified Sales Representative: Negotiate and Close]

**NEW QUESTION # 100**
After a salesrepresentative presents a value proposition to customers, they raise some objections. The sales rep understands their reasoning and negative emotional reaction.
Which step should the sales rep take next to address these objections?

- A. Stand by the solution and point out their misunderstanding.
- B. Ask questions to determine if they can get the deal back on track.
- C. Compare risks and benefits using features, advantages, and benefits (FAB).

**Answer: B**

Explanation:
Asking questions to determine if they can get the deal backon track is the next step that the sales rep should take to address the objections from the customers after understanding their reasoning and negative emotional reaction. Asking questions helps to understand the root cause, scope, and impact of the objections, as well as to show empathy and respect for the customers' concerns. Asking questions also helps to clarify any misunderstandings, provide relevant information, and propose solutions that address the objections.
References:https://www.salesforce.com/resources/articles/sales-objections/#sales-objections-handling

**NEW QUESTION # 101**
Which element should a sales representative understand to determine if a sale quota is attainable?

- A. Measures such as activity and outcome
- B. If the compensation plan is capped or uncapped
- C. The percentage of variable compensation

**Answer: A**

Explanation:
Measures such as activity and outcome are elements that the sales rep should understand to determine if a sales quota is attainable. Activity measures are indicators of how much effort and action the sales rep puts into achieving their sales quota, such as number of calls made, emails sent, meetings scheduled, etc. Outcome measures are indicators of how much result and impact the sales rep achieves from their sales quota, such as number of leads generated, opportunities created, deals closed, etc. Reference:
https://www.salesforce.com/resources/articles/sales-quota/#sales-quota-definition

**NEW QUESTION # 102**
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