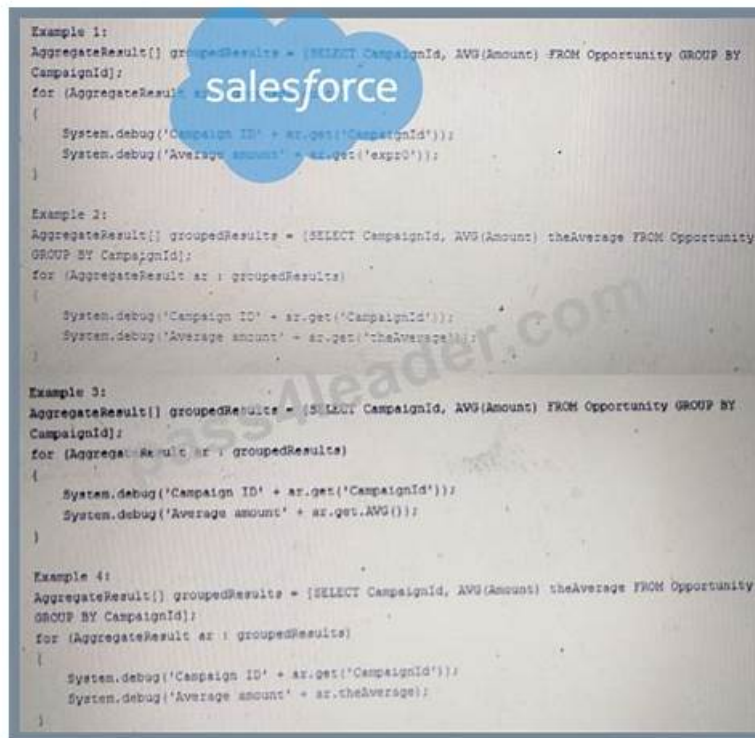


# Verified Salesforce Sales-101 New Dumps Files & The Best Pass4Leader - Leader in Certification Exam Materials



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## Salesforce Sales-101 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                                                                                                                          |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>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.</li></ul> |
| Topic 2 | <ul style="list-style-type: none"><li>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.</li></ul>                                                                   |
| Topic 3 | <ul style="list-style-type: none"><li>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.</li></ul>                      |
| Topic 4 | <ul style="list-style-type: none"><li>Forecasting: This section of the exam measures skills of Account Executives and assesses forecasting accuracy, evaluating risks and opportunities, and understanding the inputs that drive forecasting. It ensures consistency in opportunity management and reliable business predictions.</li></ul>                                                                      |
|         |                                                                                                                                                                                                                                                                                                                                                                                                                  |

|         |                                                                                                                                                                                                                                                                                                                                                     |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 5 | <ul style="list-style-type: none"> <li>• 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.</li> </ul> |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

>> Sales-101 New Dumps Files <<

## Salesforce Sales-101 Test Dump | Sales-101 Detailed Study Dumps

So we can say that the Salesforce Certified Sales Foundations (Sales-101) practice test questions are real, valid, and updated and these will greatly help you in Sales-101 exam preparation. The availability of Salesforce Certified Sales Foundations (Sales-101) exam questions in three different formats, free demo download facility, affordable price, free three months updated Sales-101 Exam Questions download facility, and verified and real Salesforce Certified Sales Foundations (Sales-101) exam questions are the top features of Pass4Leader Sales-101 exam questions.

### Salesforce Certified Sales Foundations Sample Questions (Q40-Q45):

#### NEW QUESTION # 40

Universal Containers (UC) is starting its third fiscal quarter and wants to ensure its sales representatives' territory plans will be successful.

Which activity should UC and its sales reps review mid-year to ensure success?

- A. Assess prospect and account quality to prioritize leads.
- B. Change plans to provide a fresh view on each account.
- C. Survey the sales team and get recommendations.

**Answer: A**

Explanation:

Assessing prospect and account quality to prioritize leads is an activity that can help ensure sales success mid-year by focusing on the most promising opportunities and allocating resources accordingly. Assessing prospect and account quality involves evaluating factors such as fit, interest, urgency, and authority, and ranking leads based on their likelihood and readiness to buy. References: <https://www.salesforce.com/resources/articles/lead-generation/#lead-generation-strategies>

#### NEW QUESTION # 41

A customer's order was sent to the incorrect warehouse for fulfillment. The order has yet to be fulfilled.

What should the sales representative check to fulfill the order through a different warehouse?

- A. Pricing information
- B. Shipping time
- C. Product inventory

**Answer: C**

Explanation:

Product inventory is what the sales rep should check to fulfill the order through a different warehouse.

Product inventory shows the availability and location of the product in different warehouses. Checking product inventory helps to ensure that the order can be fulfilled in a timely and efficient manner, as well as to avoid any delays or errors. References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-essentials-basics/salesforce-essentials-sales-process>

#### NEW QUESTION # 42

A sales representative is working on an opportunity that has recently progressed to a more advanced stage in the deal lifecycle.

Which action should the sales rep take to ensure accurate forecasting?

- A. Focus on unrelated opportunities and assume the current opportunity will close.
- **B. Update the opportunity's stage and forecast category to reflect the recent progress.**
- C. Continue forecasting based on the previous stage until the deal closes.

**Answer: B**

Explanation:

Updating the opportunity's stage and forecast category to reflect the recent progress is what the sales rep should do to ensure accurate forecasting. An opportunity is a qualified prospect who has a high probability of buying the product. An opportunity stage is a measure of how far along the opportunity is in the sales process, such as prospecting, qualification, proposal, negotiation, etc. A forecast category is a measure of how likely the opportunity is to close as won, such as pipeline, best case, commit, closed, etc. Updating the opportunity's stage and forecast category helps to reflect the current status and potential outcome of the opportunity, as well as to provide a realistic and reliable prediction of future sales revenue. References: <https://www.salesforce.com/resources/articles/sales-forecasting/#sales-forecasting-definition>

#### NEW QUESTION # 43

A sales representative is fulfilling an order using the step-by-step instructions for that specific customer. What are these instructions known as?

- A. Standard engagement steps
- B. Fulfillment procedures
- **C. Standard operating procedures**

**Answer: C**

Explanation:

Standard operating procedures (SOPs) are detailed instructions that describe how to perform a specific task or process. SOPs help to ensure consistency, quality, and compliance in fulfilling orders for different customers. References: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-essentials-basics/salesforce-essentials-sales-process>

#### NEW QUESTION # 44

A sales representative is working with a customer who has recently placed an order. The customer informs the sales rep that they have unique tax requirements.

How should the sales rep proceed to ensure a successful booking and fulfillment process?

- **A. Work closely with the relevant departments to address the tax requirements and ensure accurate order processing.**
- B. Acknowledge the tax requirements, but proceed with the standard process because the sales rep is unable to change company policies.
- C. Redirect the customer to address their tax requirements with the appropriate department internally within the company.

**Answer: A**

Explanation:

According to the Salesforce Sales Representative Learning objectives, one of the skills that a sales rep should have is to ensure customer satisfaction through streamlined fulfillment and order management. This includes collaborating with internal teams to handle any special requests or requirements from the customer, such as tax, shipping, or billing issues. By working closely with the relevant departments, the sales rep can ensure that the customer's tax requirements are met and that the order is processed correctly. This will also help to avoid any delays, errors, or disputes that could affect the customer's experience and satisfaction. References:

\* [Sales Rep Training: Prepare Your Team to Sell Successfully], Unit 4: Manage the Order Process

\* Salesforce Certified Sales Representative Exam Guide, Section 5: Fulfillment and Order Management, Objective 5.2: Given a scenario, demonstrate how to handle special requests or requirements from the customer.

#### NEW QUESTION # 45

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Our Sales-101 preparation exam have assembled a team of professional experts incorporating domestic and overseas experts and scholars to research and design related exam bank, committing great efforts to work for our candidates. Most of the experts have been studying in the professional field for many years and have accumulated much experience in our Sales-101 Practice Questions.

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