

Course Careers Technology Sales Course

Final Exam (Latest 2023/ 2024 Update)

Questions and Verified Answers| 100% Correct| Grade A

Q: The two ways how Buyer Personas Are Used in Sales

Answer:

1. Allows you to know which people to target at companies
2. Allows you to qualify quicker and sell better based on what you know about that buyer persona. (Different buyer personas care about different things.)

Q: What Is a Sales Cycle/Sales Process?

Answer:

is a set of specific action sales people follow from start to finish to close a new customer. It often includes multiple stages such as "prospect", "connect", "research", "present" and "close."

Q: What are the three aspects of a Sales Cycle/Sales Process?

Answer:

1. Gives sales people a repeatable framework of actions to follow
2. Help sales people lead the buying process for their prospects
3. Creates a baseline for comparison and forecasting

Q: What is the Sales Cycle/Sales Process in order?

Answer:

Research, Outreach, Discovery, Present, Follow up, Close

Final Exam For Career Exploration Answers

Susan A. Vogel, Pamela B. Adelman

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the authors' names.

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