
Course Careers - Sales Technology Final Exam Study Set Questions With Verified Answers (100% correct)

What is a Sales Cadence? **CORRECT ANSWERS** A sequence of touch-points you do to attract your prospect to establish a connection to start an engagement or sale.

What is the Sales Process (Sales Cycle)? **CORRECT ANSWERS** A set of Specific actions you follow from start to finish to close a new customer.

What are the stages of the Sales Cycle? **CORRECT ANSWERS** Research > Outreach > Discovery > Present > Follow Up > Close

What is a Sales Funnel? **CORRECT ANSWERS** A visual representation of sales processes with defined stages that every potential client goes through as they are led toward a final decision.

- Give salespeople a repeatable framework of actions to follow
- Creates a baseline for comparison and forecasting

What is a CRM? **CORRECT ANSWERS** A Centralized database that manages and maintains your relationships and interactions with customers and potential customers.

Ex. Salesforce and Hubspot

What is Sales Engagement? (Sales Acceleration) **CORRECT ANSWERS** Tracks the interactions and exchanges that occur between you and your prospects or customers.

Ex. Salesloft, Hubspot Sales, Outreach

What is Sales Data Software? (Sales Intelligence) **CORRECT ANSWERS** Collects and makes sense of company info from millions of data sources to help you understand things like organization structure. It provides on two parts of the sales data market, Company Data and Contact Data.

Ex. LinkedIn Sales Navigator, Apollo, Zoominfo

What is Step 1 in the Research Process? **CORRECT ANSWERS** Building company lists based on your Ideal Customer Profile (ICP)

What is Step 2 in the Research Process? **CORRECT ANSWERS** Building contact lists based on buyer persona

Career Step Final Exam Answers

BM King



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The Teachers' Aid ,1895 The Impossible Flight Kofi Sonokponk, Kofi Sonokpon, 2010-02 At the age of 23 Kofi was hired by a multinational airline after being selected first from his country in a competition with over 1200 candidates across a dozen countries He later completed an International Aviation MBA degree in Canada In this his first book he shares his personal experience of going from nothing to becoming an emerging authority in his field Originally from Togo Kofi Sonokpon was born in a poor family of 15 He has successfully organized and led international conferences in the USA Canada and Europe and contributed over 7 million US dollars in annual cost savings to the airline industry Kofi is a well received international speaker Today he is passionate about inspiring more people to catch their next flight and begin their journey to success *A Child's Odyssey* Paul S. Kaplan, 1986 **Coaching for Careers: A practical guide for coaches** Jenny Rogers, 2019-09-25 How can coaches help clients navigate the changing world of work This book offers a step by step practical guide to running a complete career coaching programme assessing the present looking at motivation skills and personal brand writing the most powerful CV r sum getting through a job interview or assessment centre successfully and negotiating terms for a new job Career coaching has never been needed more now that jobs for life have disappeared being made redundant is common the gig economy is here to stay and young people often must start in unpaid roles The principles of career coaching are much the same whether you are a professional executive coach or a volunteer working for a charity whose aim is to get people back into work But how do you do it most effectively The focus must be on the whole career coaching cycle and building a holistic understanding of how a client s personal and professional life has influenced the person they are today who they want to be and how to set successful goals Important reading for any coach who wants to understand and improve their career coaching This is a must have resource for all coaches to support clients in career and job transition Terry H Hildebrandt PhD MCC MCEC Director of Evidence Based Coaching Fielding Graduate University USA The clearest wisest guide I have yet read on coaching towards success in the complex world of work Sarah Gillett CMG CVO Former ambassador and coach in training Jenny continues to set the bench mark for what it means to be a great coach An inspiring read for anyone interested in coaching Kate Stephens CEO Smart Works Charity The wealth of Jenny s own experience and the depth of her expertise gives her the authority to teach us all and we are grateful to her for the extent of our continued learning Catherine Devitt CEO Meyler Campbell This is far more than a superbly comprehensive set of tools and techniques for career coaching although it definitely is that This is a masterful narration of the whole story of career coaching at a much deeper level Jane Cook Head of Leadership and Coaching Linden Learning An experiential step by step guide to working with clients who are exploring real issues around their work career and life to bring out their best selves One of the best in furthering your learning and growth as a coach Diane Brennan DBH MCC Director of Leadership Organizational Development University of Arizona and Past President of the International Coach Federation 2008 A thorough

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