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## **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

**Jin-Ying Zhang**



## Career Step Final Exam Answers:

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### **Table of Contents Career Step Final Exam Answers**

1. Understanding the eBook Career Step Final Exam Answers
  - The Rise of Digital Reading Career Step Final Exam Answers
  - Advantages of eBooks Over Traditional Books
2. Identifying Career Step Final Exam Answers
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Career Step Final Exam Answers
  - User-Friendly Interface
4. Exploring eBook Recommendations from Career Step Final Exam Answers

- Personalized Recommendations
  - Career Step Final Exam Answers User Reviews and Ratings
  - Career Step Final Exam Answers and Bestseller Lists
5. Accessing Career Step Final Exam Answers Free and Paid eBooks
    - Career Step Final Exam Answers Public Domain eBooks
    - Career Step Final Exam Answers eBook Subscription Services
    - Career Step Final Exam Answers Budget-Friendly Options
  6. Navigating Career Step Final Exam Answers eBook Formats
    - ePub, PDF, MOBI, and More
    - Career Step Final Exam Answers Compatibility with Devices
    - Career Step Final Exam Answers Enhanced eBook Features
  7. Enhancing Your Reading Experience
    - Adjustable Fonts and Text Sizes of Career Step Final Exam Answers
    - Highlighting and Note-Taking Career Step Final Exam Answers
    - Interactive Elements Career Step Final Exam Answers
  8. Staying Engaged with Career Step Final Exam Answers
    - Joining Online Reading Communities
    - Participating in Virtual Book Clubs
    - Following Authors and Publishers Career Step Final Exam Answers
  9. Balancing eBooks and Physical Books Career Step Final Exam Answers
    - Benefits of a Digital Library
    - Creating a Diverse Reading Collection Career Step Final Exam Answers
  10. Overcoming Reading Challenges
    - Dealing with Digital Eye Strain
    - Minimizing Distractions
    - Managing Screen Time
  11. Cultivating a Reading Routine Career Step Final Exam Answers
    - Setting Reading Goals Career Step Final Exam Answers
    - Carving Out Dedicated Reading Time
  12. Sourcing Reliable Information of Career Step Final Exam Answers

- Fact-Checking eBook Content of Career Step Final Exam Answers
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
- Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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