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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

**Karin Nielsen-Saines**



## Career Step Final Exam Answers:

**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     **Questions & Answers to Help You Pass the Real Estate Exam** John W. Reilly, Paige Bovee Vitousek, 1985 By giving students practice answering questions similar to those found on real estate exams this bestselling exam guide is specifically designed for real estate students who want to pass their licensing exams on the first try With over 1 800 questions including 80 item sample broker and salesperson exams and three 80 item review exams this book is intended for individuals preparing for salesperson and broker licensing exams It is geared toward the ASI exam but is designed to be used to study for exams administered by any of the testing services such as ASI AMP PSI Exporior formerly NAI and self testing states CA ME MS NY NC OH OK OR SC WV Detailed explanations in the answer key at end of each chapter provide a rationale as to why a given answer is correct giving students the needed information to handle any type of question on any topic This key feature not found in many other exam guides makes the book equally helpful to students preparing for any type of real estate exam     The Executive Female ,1991     **The Law Times** ,1880     Corks and Curls ,1988     **Good Housekeeping** ,1925     *Truth* ,1909     *Library Journal* ,1948     *Library Journal* Melvil Dewey, Richard Rogers Bowker, L. Pylodet, Charles Ammi Cutter, Karl Brown, Bertine Emma Weston, Helen E. Wessells, 1948 Includes beginning Sept 15 1954 and on the 15th of each month Sept May a special section School library journal ISSN 0000 0035 called Junior libraries 1954 May 1961 Issued also separately     **Banking World** ,1990     *Writing Skills for College Students* Judith F. Olson, 1997-12     **Working Woman** ,1984     **Resources in Education** ,1980     **T.P.'s and Cassell's Weekly** ,1923     The Appraisal Journal ,1953     Parliamentary Papers Great Britain. Parliament. House of Commons, 1914     Conference Abstracts and Applications ,2002     Campus Confidential Robert H. Miller, 2006-07-11 *Campus Confidential* is the ultimate insider's guide to surviving and thriving in college Written in a friendly conversational style *Campus Confidential* offers a comprehensive chronological treatment of the college experience by the author a Yale graduate and a blue ribbon panel of fourteen diverse mentors from colleges and universities around the country But this is not just another fluff filled freshman handbook *Campus Confidential* is the complete guide to the college experience providing solid road tested advice for every stage of the process from high school students getting ready to apply to college seniors looking for

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