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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

**RD Boyd**



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