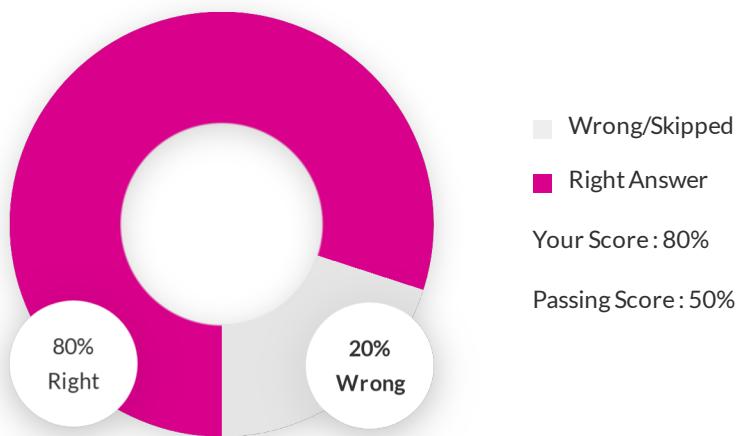


Mastering in Sales & Marketing Strategy

Successful Performance of Sales Operations Team

Quiz Result

Quiz Completion Time: 00:09:43



Your Strong Areas:

Lesson - [Personal Traits Needed to Sell Effectively](#)

Lesson - [How to Run a Successful Sales Operations Team?](#)

Lesson - [Best Practices in Sales Operations](#)

1. How can a well-defined mission statement impact a sales operation team?

Your Answer : Enable better decision making strategy 

Description : A well-defined mission statement can lead a sales operation team to enable a better decision-making strategy. A mission statement serves as a guiding principle for the team, providing a clear sense of purpose and direction.

Question Reference From : How to Run a Successful Sales Operations Team?

2. What is a key focus area for top-performing sales operations teams?

Your Answer : Closing deals ✗

Correct Answer : Maintaining client success ✓

Description : Top-performing sales operations teams not only assist salespeople in finding leads and closing deals but also focus on ensuring long-term success and satisfaction for clients.

Question Reference From : How to Run a Successful Sales Operations Team?

3. Which of the following will assist a sales operation manager to identify the gaps in sales performance?

Your Answer : Maintaining two way communication between the manager and sales agent ✓

Description : Maintaining two-way communication between the sales operation manager and sales agents is the most effective approach to identifying gaps in sales performance. By actively listening to the sales agents' insights, challenges, and feedback, the manager can gain valuable information about the areas where improvements or support may be needed.

Question Reference From : Best Practices in Sales Operations

4. Which of the following role(s) is/are performed by the Sales Operations Team?

Your Answer : All of the Above ✓

Description : The sales operations team is responsible for providing training and development programs to the sales team and supports the sales team during price negotiations with customers. They work to optimize the post-sales process, address customer concerns, and ensure a positive customer experience beyond the initial sale.

Question Reference From : How to Run a Successful Sales Operations Team?

5. Which traits do individuals with conscientiousness possess, according to Martin and Warren Buffet?

Your Answer : All of the Above ✓

Description : Conscientious individuals exhibit accountability for performance, and responsibility towards work, and demonstrate honesty and reliability in their actions.

Question Reference From : Personal Traits Needed to Sell Effectively

