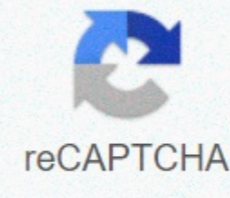




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## Hubspot frictionless sales exam answers

Learn how to use a frictionless sales framework so your team can spend more time selling. Also find out how to align your team with the target buyer and how to transform your team through a culture of learning. Identify the friction that's holding back your business team. It allows your sales team to spend more time selling. Align your sales team with the target buyer. Transform your sales team through a learning culture. At the stage of informing the buyer of the trip, what is the buyer still aware of? At the stage of assessing the buyer's trip, what is the buyer considering? During the goal step grow coaching, what is your role as a coach? During the step coaching option, what is your role as a coach? During the reality step of GROW coaching, what is your role as a coach? During step forward GROW coaching, what is your role as a coach? Fill Blank: The purpose of the alignment phase is to align the team with \_\_\_\_\_. Fill in the blank: The purpose of the enable phase is to enable team \_\_\_\_\_. Fill Blank: The purpose of the transformation phase is to transform \_\_\_\_\_. How can a film review be used as part of a coaching strategy? How can a meeting with a pipeline be a coaching opportunity? If the sales team asks their prospects to make big commitments at the start of the sales process, which phase of the frictional sales framework will be most useful to them? If the sales team doesn't have a good onboarding program for their new hires, which phase of the frictional sales framework will be most useful to them? If the sales team has trouble keeping all their systems synchronized, which phase of frictional sales framework will be most useful to them? If the sales team conflicts with the quotas achieved, which phase of the non-frictional sales framework will be most useful to them? If the sales team relies too much on blind reach, which phase of friction of the sales framework will be most useful to them? If the sales team tries to prioritize their leads, which phase of frictional sales framework will be most useful to them? If the sales team suffers from poor lead quality, which phase of the frictionless sales framework will be most useful to them? If the sales team tends to have hostile dealings with their prospects, which phase of the frictional sales framework will be most useful to them? If the sales team keeps trying to get in touch with their assigned salesperson, which phase of the frictional sales framework will be most useful to them? If sales managers spend more of their time reporting on sales performance than coaching their sellers, which phase without spawning the sales framework will be most helpful to them? If you already have a business framework in place and decide to implement it without friction framework, what will be the relationship between the two frameworks? At which stage of the inbound sales strategy would the salesperson help his potential customer decide the best way forward? At which stage of the inbound sales strategy would the seller use the qualifying framework for potential customers to identify the buyer's needs? On average, how much of a sales seller a day? True or Untrue? Allowing salespeople to train each other will detract tinge from their primary responsibility for finding and closing new stores. True or untrue? Each sales presentation should be tailored for the people you present. True or untrue? Generally speaking, business-to-business sales teams are better at providing a comfortable experience for their customers than sales teams that sell directly to consumers. True or untrue? To have reliable sales data you need to create an effective coaching program. True or untrue? Most sales organizations are doing everything they can to apply force to their flywheel. True or untrue? Most sales organizations do everything in their power to remove friction from the flywheel. True or untrue? Some tasks that can be automated should also be performed manually to ensure that your salespeople have complete control and ownership over them. True or untrue? Most buyers consider sellers to be trustworthy. True or untrue? When you train a salesman, you should spend more time listening than talking. True or untrue? Your business team should only do things that provide value to your potential customer. What are the stages of the frictionless sales framework? What are the stages of the buyer's journey? What are the steps to grow the coaching technique? What is the role of the salesperson in implementing the incoming strategy? What is the relationship between the three phases of the frictionless sales framework? What are the most important metrics during the alignment phase? What are the most important metrics during the on phase? What are the most important metrics during the transformation phase? What two activities should you focus on during the frictionless phase of the sale? When in the buyer's path you should try to connect with the buyer? When you think of your business organization as a flywheel, which of the following is the best goal to have? Which of the following is the benefit of GROW Coaching? Which of the following is the attribute of a sales team that has a learning culture? Which of the following is the attribute of a sales team that is well aligned with their buyer? Which of the following is an example of strength? Which of the following is an example of friction? Which of the following is the best program for sales meetings? Which of the following options is the most important responsibility of sales managers? Which of the following applies to most sales organizations? Which of the following is true? Which phase of the incoming email, call, live chat, and meeting tool most help with? Which stage of the incoming sales strategy would be most helped by intelligence, prioritisation of potential and contact details? Which phase of the frictionless sales framework is helped by email templates and sequences? With which stage of the frictionless sales framework does automatic email recording help? Which two groups of people are spawning a sales framework trying to provide a more comfortable experience? < Previous page Next page > Exam Title: HubSpot Friction Sales Certification Exam URL: Please note: We tried our best to keep this website updated for our users for free. You can also help by updating new questions or existing answers to questions. There are many questions on our website, it is not easy for us to check regularly. It will be great if you can help us update the website. Just comment on the same post to reply or on the page or contact us via our site to contact us. We will try to update the question/answer ASAP. Which of the following is true? Which two groups of people are spawning a sales framework trying to provide a more comfortable experience? True or untrue? Generally speaking, business-to-business sales teams are better at providing a comfortable experience for their customers than sales teams that sell directly to consumers. If you already have a business framework and decide to implement a frictionless sales framework, what will be the relationship between the two frameworks? When you think of your business organization as a flywheel, which of the following is the best goal to have? Which of the following is an example of strength? Which of the following is an example of friction? True or untrue? Most sales organizations are doing everything they can to apply force to their flywheel. True or untrue? 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