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Salesforce Certified Sales Cloud Consultant Sample Questions (Q174-Q179):

NEW QUESTION # 174

How can users be added to a Salesforce.com Org using Chatter Free?

Answer:

Explanation:

1. Administrators can create users in the app and assign them a Chatter Free license
2. Users and Administrators can invite others within specified email domains to join Chatter using invites.

NEW QUESTION # 175

Forecasting is an exact science and is the total of all the opportunities you are working on.

- A. True
- B. False

Answer: B

NEW QUESTION # 176

Universal Containers wants to restrict access to accounts and contacts. All users should be able to access all the accounts, but only edit the accounts they own. Users should be able to edit only the contacts for the accounts they own. To meet these requirements, what should be the OWD access for accounts and contacts?

- A. Set Account to public read-only and contacts to private.
- B. Set Account to private and Contacts to control by parent.
- C. Set Account to private and contact to private.
- D. Set Account to public read-only and Contacts to control by parent.

Answer: D

NEW QUESTION # 177

How can end users sync their data from Outlook (using Salesforce for Outlook)? (Select all that apply)

- A. Using the sync system tray icon and clicking sync now
- B. Allowing sync to run regularly in the background
- C. Setting up sync schedule in Outlook
- D. Setting up sync schedule in Salesforce

Answer: A,B

NEW QUESTION # 178

CORRECT TEXT

How do you 'manage the funnel'?

Answer:

Explanation:

Ensure there is a sales methodology that supports the opportunity management process. Ensure that there is visibility of the forecast; consider customizable forecasting.

NEW QUESTION # 179

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