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Salesforce Certified Sales Cloud Consultant Sample Questions (Q21-Q26):

NEW QUESTION # 21

How are opportunity amounts displayed in reports?

Answer:

Explanation:

Standard reporting displays an amount in its original currency, however you can change this to display in any active currency.

NEW QUESTION # 22

88. Universal containers has an extensive distributor and reseller community. To help manage this partner network, the company is implementing a partner portal. What must be considered when setting up partner users? Choose 2

answers

- A. The sharing model should be re-evaluated when the partner community.
- B. Partner user can own account and opportunity records in salesforce.
- C. Partner users cannot receive emails generated through workflow action...3
- D. Partner users are associated with the same set of profiles as internal users.

Answer: A,D

NEW QUESTION # 23

The VP of sales at Universal Containers wants to be able to see a visual representation of sales by month for each account in salesforce mobile app.

What should a consultant recommend to meet this requirement?

- A. Create a of visualforce page with an embedded chart component for each account.
- B. Embed a chart on the account page, no other customization needed
- C. Embed a chart on the account page and use a custom link to filter by account
- D. Create a dashboard component and use chatter feed on the account on salesforce

Answer: B

NEW QUESTION # 24

Universal Container has its sales representative enter a new lead whenever they are prospecting a new customer, when qualify the new lead, a new opportunity must be created to track the deal. What would a consultant recommend to enforce data quality and accuracy? Choose 3 answers

- A. Create lead conversion processes.
- B. Map lead fields to corresponding opportunity field
- C. Create validation rule on lead
- D. Create an apex trigger to perform data quality check.
- E. Create validation rule on opportunity

Answer: A,B,C

NEW QUESTION # 25

The VP of sales at Cloud Kicks wants the sales team to use the Salesforce mobile app to complete their tasks. The sales team needs to create and edit leads, contacts, and opportunities with ease.

Which feature should the consultant recommend the sales team use?

- A. Smart Actions
- B. Einstein Activity Capture
- C. Lightning Mobile Component

Answer: C

Explanation:

To enable the sales team to create and edit leads, contacts, and opportunities with ease using the Salesforce mobile app, the consultant should recommend the use of Lightning Mobile Components. Lightning Mobile Components provide a customizable and flexible interface that enhances the mobile user experience, allowing sales reps to perform essential tasks quickly and efficiently. These components are designed to be mobile-friendly and support the creation and editing of various records directly from the mobile app.

NEW QUESTION # 26

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