

Free Salesforce Sales-Cloud-Consultant Brain Dumps - Dumps Sales-Cloud-Consultant Guide



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Salesforce Certified Sales Cloud Consultant certification is ideal for individuals who specialize in sales operations, including sales managers, sales representatives, and sales administrators. Sales-Cloud-Consultant exam validates the skills and knowledge of individuals in the areas of sales automation, sales forecasting, lead management, and more. Salesforce Certified Sales Cloud Consultant certification is recognized globally and can help individuals advance their careers in sales and CRM.

Salesforce Sales-Cloud-Consultant Certification Exam is a challenging but rewarding test that validates the candidate's skills and knowledge in Sales Cloud implementation and configuration. It is a must-have certification for individuals who aspire to become Salesforce Sales Cloud consultants and want to advance their careers in the Salesforce ecosystem. With thorough preparation and study, candidates can achieve this certification and take their careers to the next level.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q72-Q77):

NEW QUESTION # 72

Universal Containers is expanding sales internationally and has created new price books to handle the various currencies for the five new countries. When a sales representative selects one of the new price books to add a product to an opportunity, there are no products available. What should be evaluated when troubleshooting this issue?

- A. Confirm that the products and currencies are associated with the pricebook.
- B. Confirm that product line items on opportunities are enabled.
- C. Confirm that the products are shared with the sales representative's role.

- D. Confirm that the old pricebook is disabled for the sales representative.

Answer: A

NEW QUESTION # 73

Cloud Kicks sales reps want to see all of the details on their current opportunities with a minimal amount of navigation or clicks to cycle through them.

Which functionality should the consultant recommend?

- A. Create a dashboard with reports on My Opportunities.
- **B. Select the Split View option from the My Opportunities list view.**
- C. Develop a new Sales Console app including opportunities.

Answer: B

Explanation:

The Split View option in Salesforce allows users to see a list of records on the left side of the screen while viewing the details of a selected record on the right side. This functionality minimizes navigation and clicks, enabling sales reps to efficiently cycle through their current opportunities and view all the details they need. It is designed to enhance productivity by providing quick access to information.

Reference:

Using Split View

Salesforce List Views and Split View

NEW QUESTION # 74

UC uses a seven-step selling methodology. Each sales stage corresponds with a step in the methodology. The first stage is a preliminary qualification step, and opportunities in this stage should not contribute to the forecast. What should a consultant recommend for this scenario? Choose 2 answers

- **A. Assign 0% probability to the first sales stage.**
- B. Override the forecast to be \$0 for first stage opportunities.
- **C. Configure the first stage with the omitted forecast category.**
- D. Instruct sales users to enter SO for the opportunity amount.

Answer: A,C

NEW QUESTION # 75

Universal Containers is migrating data from a legacy system into Salesforce. The company needs to migrate lead, contact, and opportunity data from its legacy system and must be able to report on historical lead conversion for both legacy and newly created data.

What is the recommended order for data migration?

- A. User, Lead, Opportunity, Account, Contact
- B. User, Opportunity, Account, Contact, Lead.
- C. User, Contact, Account, Lead, Opportunity
- **D. User, Account, Contact, Opportunity, Lead.**

Answer: D

NEW QUESTION # 76

Universal Containers wants to improve the information profile of its current Contacts in Salesforce by using social networking application (e.g. LinkedIn or Twitter) to add the information currently gathered for accounts, contacts and leads. Which solution should a consultant recommend to meet this requirement?

- A. Create custom fields that hold URL links to the social profile of accounts, contacts and leads.
- **B. Enable social Accounts and Contacts to link records to social profiles.**

- Answer: B**

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