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Salesforce Certified Sales Cloud Consultant Sample Questions (Q29-Q34):

NEW QUESTION # 29

Cloud Kicks want to utilize Opportunities to report and track subscriptions to its "Shoe of the Month" club. Subscribers can pay in full (all at one time), weekly, monthly, or quarterly. Which solution should the Consultant recommend to meet Cloud Kicks needs?

- A. Enable schedules on the Opportunity object
- B. Configure the use of assets with a lookup to the opportunity object
- C. Configure the use of contracts with a lookup to the Opportunity object
- **D. Enable schedules on the Product Object**

Answer: D

NEW QUESTION # 30

Universal Containers wants to implement Omni Channel within Service Cloud for its representatives. What is the first step required to configure Omni Channel?

- **A. Enable Omni Channel in Setup.**
- B. Contact Salesforce to have Omni Channel enabled.
- C. Assign Users to Omni Channel permissions.
- D. Assign Users to the Omni Channel Feature License.

Answer: A

NEW QUESTION # 31

Sales reps at Cloud Kicks are responsible for creating leads manually and entering relevant details. The marketing department has noticed that some leads are missing important information.

What are two functionalities the consultant should apply to ensure that key fields are populated?

Choose 2 answers

- A. A flow
- B. An assignment rules
- **C. A required field**
- **D. A validation rules**

Answer: C,D

NEW QUESTION # 32

Which method can be used to improve agent retention? Choose 2 answers:

- A. Mix telephony interactions with email and chat
- **B. Allow shift trading between agents**
- C. Provide additional training on tools and process
- **D. Extend benefits to part-time agents**

Answer: B,D

NEW QUESTION # 33

The admin at Cloud Kicks needs to understand the adoption of Salesforce Files and multi-factor authentication.

What should a consultant recommend analysing adoption?

- A. Review the Setup Audit Trail.
- **B. Open the Lightning Usage App.**
- **C. Run the Salesforce Optimizer.**
- D. Create a report for the Login History object.

Answer: B,C

NEW QUESTION # 34

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