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Salesforce Certified Sales Cloud Consultant Sample Questions (Q142-Q147):

NEW QUESTION # 142
A strong pipeline requires faster response. Which of the following example describes a need for faster response?

- A. Leads are qualified but not routed to the right people

- B. As business matures, it becomes difficult to identify right prospects
- C. Leads are tracked in separate systems, not accessible by all
- D. Campaigns are launched without communicating the follow-up plan

Answer: A

NEW QUESTION # 143
Universal Containers (UC) has acquired another company that uses Salesforce and is migrating its legacy email alerts, and approval processes.
Which two steps should the consultant perform to maintain data integrity?
Choose 2 answers

- A. Enable the Create Audit Fields permission to insert historically accurate records.
- B. Use the Salesforce Approval Process clone feature to migrate approval processes.
- C. Merge the legacy Salesforce org into UC's Salesforce org and migrate the approval processes.
- D. Insert users, and then migrate email alerts and approval processes into UCs Salesforce org.

Answer: A,D

NEW QUESTION # 144
Cloud Kicks has a lengthy and complex sales cycle. Opportunities have stages that sales reps must move a deal through, as well as indicate the probability of winning the sale. The sales manager presently uses sales stages and probability for forecasting and wants to simplify the process of reporting on projected sales for the sales team. Which approach should a Consultant recommend to streamline forecast reporting?

- A. Reduce the number of opportunity stages and report on forecast category.
- B. Reduce the number of Opportunity stages and report on probability.
- C. Align forecast categories to multiple Opportunity stages and report on forecast category.
- D. Align Opportunity stages with probability and use collaborative forecasts for reporting.

Answer: D

NEW QUESTION # 145
The VP of sales at Good Kicks wants to know the percentage of opportunities in a certain stage that were eventually closed won.
Which two steps should a consultant take to create a solution?
Choose 2 answers

- A. Create a roll-up summary formula.
- B. Update a custom field using automation.
- C. Create a report and dashboard.
- D. Enable Feed Tracking.

Answer: A,C

NEW QUESTION # 146
Universal Containers has a private sharing model for accounts and opportunities. Each sales representative is assigned to work with a dedicated sales engineer. The sales engineer will need access to their assigned sales representative accounts and opportunities. What should a consultant recommend to meet this requirement?

- A. Create a trigger to add the sales engineers to their sales representative account and opportunity teams
- B. Enable account and opportunity teams selling and have each sales representative configure their default '-' teams
- C. Have the sales representatives manually share the accounts and opportunities with their assigned sales '-' engineers
- D. Create criteria-based sharing rules to share the accounts and opportunities with sales engineers

Answer: B

NEW QUESTION # 147
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