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Salesforce Certified Sales Cloud Consultant Sample Questions (Q124-Q129):

NEW QUESTION # 124

Northern Trail Outfitters has multiple currency enabled. Which two statements are true about opportunities in this situation? Choose 2 answers

- A. User's default currency overrides the specified opportunity currency.
- B. Currency must be specified for the opportunity
- C. The selected currency is used for the Amount filed.
- D. The selected currency is used for the Amount (Converted) field.

Answer: B,D

NEW QUESTION # 125

Universal Containers is devising a separate sales methodology to upsell service contracts to its existing customer base. The company would like to track and report on these deals separately from other deals. What should a consultant recommend to meet this requirement?

- A. Add upsell as a stage and create a summary report by opportunity stage
- **B. Create an opportunity record type and sales process for reporting on these deals**
- C. Create separate page layout and report to flag and report on these deals
- D. Create a customer field on opportunity to flag and report on these deals.

Answer: B

NEW QUESTION # 126

Universal Containers wants to divide the revenue of the closed Opportunities between sales reps that worked on the deal. Additionally, on some deals, the sales reps work with technical sales managers and want a way to credit them for their support. How should the consultant meet this requirement?

- A. Use adjustments in Collaborative Forecasting to attribute Opportunity revenue to each technical sales manager
- **B. Create 2 formula field on the Opportunity to track revenue attributed to technical sales managers.**
- C. Enable Opportunity Teams and ask Opportunity owners to add technical sales managers.
- D. Enable Opportunity splits, revenue splits for sales reps, and overlay splits for technical sales managers.

Answer: B

NEW QUESTION # 127

What trigger actions are available to a developer if writing an Apex trigger on the Chatter Feed Item object?

Answer:

Explanation:

1. Before undelete
2. Before delete

NEW QUESTION # 128

Universal containers would like to capture business sector information on a lead and display the information on the account and contact once the lead has been converted. How can these requirements be met?

- A. Create a custom field on the Lead and Account objects. Create a custom formula field on the contact '-' object to pull the value from the Account object.
- **B. Create a custom field on the Lead and Account objects and configure mapping of these two fields for '-' conversion. Create a custom formula field on the Contact object to pull the value from the contact object.**
- C. Create a custom field on Lead, Account and Contact objects and configure mapping of these two fields for '-' conversion. Use a trigger to update the contact field with the Account value.
- D. Create a custom field on the Lead and Account objects and configure mapping of these two fields for '-' conversion. Create a custom formula field on the Account object to pull the value from the contract object

Answer: B

NEW QUESTION # 129

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- [illegible]

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