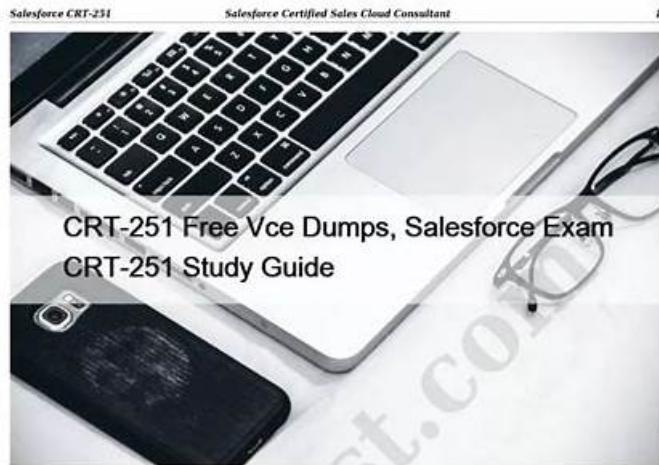


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q108-Q113):

NEW QUESTION # 108

Cloud Kicks is expanding to international markets, but some products are not visible in the international price book. Which two steps should be taken? Choose 2 answers

- A. Activate the price book
- B. Activate the products in the price book.
- C. **Check that the products have a standard price in the list price field.**
- D. Check that the products have a \$0 list price
- E. **Check to ensure the products have been added to the price book.**

Answer: C,E

NEW QUESTION # 109

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to Sales Cloud.

Which solution should the consultant recommend?

- A. Data Import Wizard
- B. **Third-party tool**
- C. Data Loader

Answer: B

NEW QUESTION # 110

A consultant is meeting with a new client to design a rollout strategy for its Sales Cloud implementation. What should the consultant do during the planning stage to ensure a successful implementation?

- A. Design a prototype of the suggested solution.
- B. **Define goals, metrics, project schedule, and sales processes.**
- C. Identify which Salesforce features and functions to use.

Answer: B

Explanation:

During the planning stage, it is crucial to define clear goals, metrics, project schedule, and sales processes. This ensures that all stakeholders have a shared understanding of the project objectives, timelines, and success criteria. Defining these elements provides a structured framework for the implementation and helps in tracking progress and addressing issues proactively.

Reference:

Sales Cloud Implementation Best Practices
Project Planning and Management

NEW QUESTION # 111

Northern Trail Outfitters had issues with its last two Salesforce deployments, both of which caused system downtimes that exceeded planned estimates. The CIO asked a consultant to develop a Risk Register to identify and mitigate these types of issues with future deployments. The CIO asked the consultant to log the two previously known issues as a starting point for the register. In which Risk category do these system downtime issues fall?

- A. Technical Risk
- B. Compliance Risk
- C. Operational Risk

Answer: A

Explanation:

System downtimes during deployments are typically categorized under Technical Risk. This is because technical risks encompass issues related to the system's infrastructure, software bugs, and overall technical challenges that can disrupt system performance and availability. In this case, the system downtimes that occurred during the Salesforce deployments were due to technical problems, such as possible software malfunctions or integration issues, that led to unplanned outages. These types of risks are critical to identify and mitigate in future deployments to ensure system stability and availability.

NEW QUESTION # 112

How can a consultant determine which capabilities of a Sales Cloud implementation are required during the Discovery phase?

- A. Demo Sales Cloud to end users.
- B. Observe end users.
- C. Establish KPIs for end users.

Answer: B

NEW QUESTION # 113

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