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Salesforce Certified Sales Cloud Consultant Sample Questions (Q59-Q64):

NEW QUESTION # 59

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

Answer: A

NEW QUESTION # 60

Which of the following describes the Forecast Category field?

- A. Identifies where a deal is in relation to actually being closed.
- B. The numeric prediction that the revenue from an opportunity will be realized.
- **C. Determines the row in your Forecast where the amount will be aggregated.**

Answer: C

NEW QUESTION # 61

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

Answer: A,B

Explanation:

* Enabling the Create Audit Fields permission to insert historically accurate records and inserting users, and then migrating email alerts and approval processes into UCs Salesforce org are two steps that should be performed to maintain data integrity when migrating legacy email alerts and approval processes from another company that uses Salesforce. Create Audit Fields permission is a permission that allows users to set audit field values such as Created Date, Created By ID, Last Modified Date, Last Modified By ID when inserting records via API tools such as Data Loader or Workbench. By enabling this permission, Universal Containers can insert historically accurate records from the other company that use the same audit field values as the original records. Inserting users, and then migrating email alerts and approval processes into UCs Salesforce org is a step that ensures that the email alerts and approval processes are associated with the correct users in the destination org. Email alerts are actions that send an email to one or more recipients when a process or workflow is triggered. Approval processes are processes that require one or more users to approve or reject records before they can be finalized or completed. By inserting users, and then migrating email alerts and approval processes into UCs Salesforce org, Universal Containers can ensure that the email alerts and approval processes are configured and executed correctly in the new org.

NEW QUESTION # 62

UC operates in two currencies: EUR and USD. Its corporate currency is USD. When a sales team member tries to add products to an opportunity for a customer in the Eurozone, they are unable to find EUR prices.

What is the likely cause of this problem? Choose 2 answers:

- **A. Sales users default currency is set to USD.**
- B. Price book entries are missing EUR prices.
- **C. Opportunity currency is set to USD.**
- D. Advanced currency management is deactivated.

Answer: A,C

NEW QUESTION # 63

The Vice President of Sales for Universal Containers wants a pipeline trending report that will be used for a monthly sales forecast meeting. What solution should a consultant recommend to meet this requirement?

- A. Create a custom object to store monthly opportunity data populated by a scheduled job.
- B. Create a month-over-month trending report and save the results in a public sales folder.
- **C. Create an analytic snapshot to run monthly for opportunities by forecast category.**
- D. Create reports to run monthly and save the results in a personal report folder.

Answer: C

NEW QUESTION # 64

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