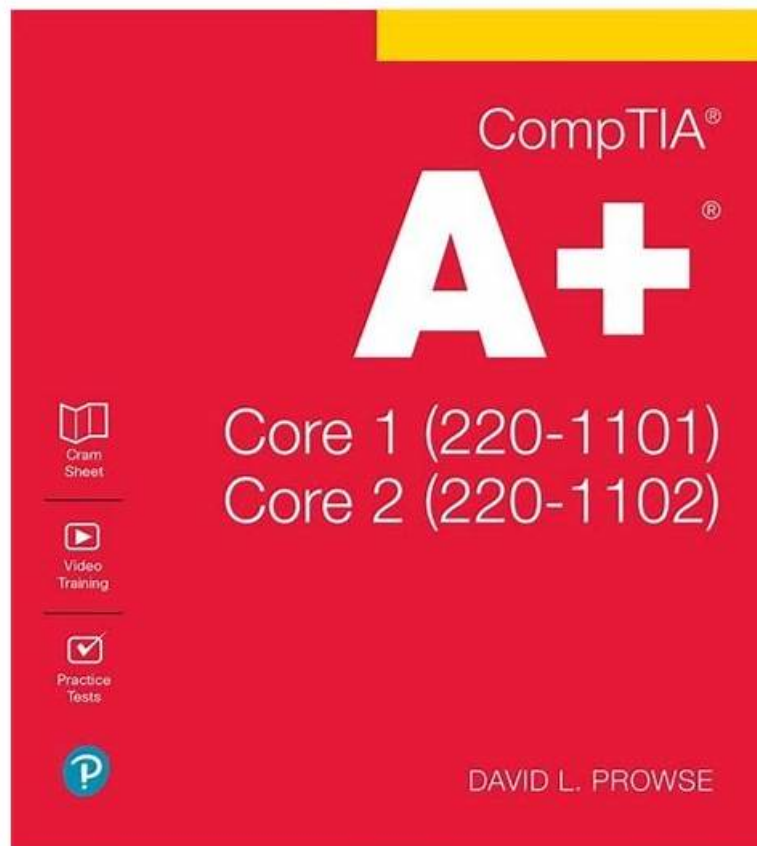


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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q72-Q77):

#### NEW QUESTION # 72

The sales director at Universal Containers wants to ensure that a custom field on the Lead object is excluded from Einstein Lead Scoring.

How should the consultant meet the requirement?

- A. Clear the custom field values on Lead records.
- B. Remove the custom field from Lead page layouts.
- C. Omit the custom field from the Scoring Model.

**Answer: C**

Explanation:

Einstein Lead Scoring in Salesforce allows admins to customize scoring models by including or excluding specific fields that contribute to the scoring algorithm. To ensure that a particular custom field on the Lead object is excluded from the scoring model, the consultant should omit the field from the Scoring Model configuration. This ensures that Einstein Lead Scoring will not consider that field when generating lead scores, which aligns with the sales director's request to exclude it from the scoring criteria.

For more details on configuring Einstein Lead Scoring models, you can refer to the Salesforce documentation:

Einstein Lead Scoring Setup.

#### NEW QUESTION # 73

Cloud Kicks (CK) recently implemented Einstein Opportunity Scoring in its production org. CK is using the Amount field in its Opportunity Scoring model.

What will a user without access to the Amount field on the Opportunity object observe?

- A. The Opportunity Score field and the Amount field will be hidden for that user.
- B. The Amount field will be hidden from the contributing factors section.
- C. The Amount field will display an error in the contributing factors section.

**Answer: B**

Explanation:

In Einstein Opportunity Scoring, if a user lacks access to a field (such as the Amount field) that is used as a contributing factor, that field is omitted from the scoring details that the user sees. Salesforce respects field-level security settings, so users without permission to view certain fields will not see those fields in the contributing factors section. Instead, the scoring model will still display, but without the restricted fields in the breakdown of contributing factors.

#### NEW QUESTION # 74

The sales director of retail products at Cloud Kicks wants to allow sales reps to clone orders to avoid repetitive tasks.

Which guideline should a consultant consider when cloning an order with products?

- A. A cloned order's start date must fall between the associated contract's start and end dates.
- B. A cloned order must be associated with the same contract as the original order.
- C. A cloned order must have a later end date from the associated contract.

**Answer: A**

Explanation:

When cloning an order with products, Salesforce enforces guidelines to ensure the cloned order's dates are valid relative to the contract it is associated with. Specifically, the cloned order's start date must be within the contract's start and end dates. This ensures that the cloned order remains aligned with the terms of the contract and is valid for fulfillment under the existing contract constraints.

This rule maintains consistency and accuracy in order and contract management.  
For more on order and contract management, review Salesforce's Order Guidelines.

#### NEW QUESTION # 75

The admin at Universal Containers is attempting to retire a Product that is being replaced by a newer version, but they are receiving an error because the Product is associated to an Opportunity.

What should the consultant recommend to resolve the issue most efficiently?

- A. Create a flow to delete the Product from the Price Book.
- B. Edit the Product record and uncheck the Active field.
- C. Archive the Product and each related Price Book entry.

**Answer: A**

Explanation:

To retire a Product that is associated with an Opportunity, the most efficient solution is to edit the Product record and uncheck the Active field. Here's why:

\* Deactivating the Product: Unchecking the Active field will effectively remove the Product from availability without requiring deletion from price books or the system. This ensures that the Product is no longer available for new opportunities but remains intact for historical records.

\* Salesforce Best Practices: Salesforce recommends deactivating Products when they should no longer be available for selection in new records. This method preserves data integrity while making the Product inactive for future transactions.

\* References: Salesforce documentation on Product Management outlines how to manage product availability using the Active checkbox.

In summary, editing the Product record and unchecking the Active field (Option C) is the most straightforward way to retire a Product associated with existing opportunities.

#### NEW QUESTION # 76

Cloud Kicks sales reps want to see all of the details on their current opportunities with a minimal amount of navigation or clicks to cycle through them.

Which functionality should the consultant recommend?

- A. Create a dashboard with reports on My Opportunities.
- B. Select the Split View option from the My Opportunities list view.
- C. Develop a new Sales Console app including opportunities.

**Answer: B**

Explanation:

To allow sales reps to view all details of their current opportunities with minimal navigation, the consultant should recommend using the Split View option in Salesforce.

Key Points:

\* Split View Feature: Split View enables users to see a list of records alongside the details of a selected record on the same screen. This allows for quick navigation between records without excessive clicking.

\* Efficiency in Navigation: Sales reps can click through the list of opportunities on the left pane, and the details of each selected opportunity will display on the right pane. This reduces the need to open each record in a new tab or window.

\* Minimal Clicks: With Split View, reps can cycle through their opportunities seamlessly, enhancing productivity and saving time. Salesforce Sales Cloud References:

\* Using Split View: Salesforce Help - Work with List Views Using Split View

\* Benefits of Split View: Split View is designed to help users process lists of records more efficiently by reducing navigation steps and keeping context while reviewing multiple records.

By selecting the Split View option from the My Opportunities list view, sales reps at Cloud Kicks can efficiently access all the details of their current opportunities with minimal navigation or clicks.

#### NEW QUESTION # 77

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