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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q150-Q155):

### NEW QUESTION # 150

The Cloud Kicks global sales team has asked for a simpler way to view and manage its Opportunities pipeline. The team is often responsible for hundreds of deals at a time across multiple countries and currencies. The account executive has suggested using the Kanban view.

What are three considerations? (Choose three.)

- A. The Kanban cards display up to 10 fields.
- B. The Kanban view can display a maximum of 200 records.
- C. The Kanban view displays amounts in the user's currency.
- D. The Kanban view can summarize records by currency fields.
- E. The Kanban view can show rollup summaries for currency fields.

**Answer: B,C,D**

### NEW QUESTION # 151

The Northern Trail Outfitters sales team has reported that many of the leads they receive are missing an email address or phone number.

Which approach should a consultant recommend to address this issue?

- A. Set default values for Phone and Email fields on the Lead object.
- B. **Create a validation rule that requires a Phone and Email.**
- C. Make Phone and Email fields required on the Lead convert form

**Answer: B**

Explanation:

To ensure that leads contain essential contact information, such as a phone number or email address, a validation rule can enforce these fields as required when creating a Lead. This approach ensures that incomplete leads are not saved, maintaining data quality.

Using Validation Rules for Data Completeness: Validation rules can specify that both Phone and Email fields must have values before a record can be saved. This prevents leads from being created with missing key contact information.

Improving Data Quality at Entry: By enforcing these fields, sales reps can work with complete data, increasing the likelihood of successful follow-up and conversion.

Option A (setting default values) would not enforce field completion, and Option B (requiring on convert form) would not address the issue at the point of lead creation. For more guidance, see the Salesforce Validation Rules documentation.

### NEW QUESTION # 152

Universal Containers' management wants to see forecast numbers by all sales representatives and by multiple product groups. Which two actions should a consultant recommend to meet these requirements? (Choose two.)

- A. **Implement Collaborative Forecasting with quota attainment.**
- B. **Implement Collaborative Forecasting with product family.**
- C. Build a forecast list view by product family group.
- D. Build a custom forecast report showing product groups.

**Answer: A,B**

### NEW QUESTION # 153

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. **Omit the custom field from the scoring model.**
- B. Clear the custom field's values on all records.
- C. Make the custom field Read-Only on all profiles.
- D. Exclude the custom field from all page layouts.

**Answer: A**

Explanation:

Explanation

This is how the consultant can meet the requirement of excluding a custom field from Einstein Lead Scoring.

Einstein Lead Scoring is a feature that uses artificial intelligence to assign scores to leads based on how likely they are to convert into opportunities. The scores are calculated based on a scoring model that analyzes various fields on leads and historical conversion data. Users can customize the scoring model by selecting or omitting fields that they want Einstein to consider or ignore when scoring leads. By omitting the custom field from the scoring model, the consultant can ensure that it does not affect the lead scores. Verified References:

[Customize Your Scoring Model]

### NEW QUESTION # 154

Universal Containers wants to implement a website for a new product launch. The site should be publicly available, allow visitors to

submit requests for information, and be managed by the non-technical marketing team. Which solution should the consultant recommend?

- A. Lightning Components
- B. Salesforce Mobile Sites
- C. Lightning Platform
- D. Customer Community

**Answer: D**

Explanation:  
Explanation

#### NEW QUESTION # 155

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