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Salesforce Certified Sales Cloud Consultant Sample Questions (Q188-Q193):

NEW QUESTION # 188
Cloud Kicks has configured Account Teams and is ready to go live in Production.
How should the consultant migrate Account Team configuration to Production?

- A. Deploy with Change Sets.
- B. import with Data Loader.
- C. Create manually.
- D. Push with Workbench.

Answer: A

Explanation:
Explanation
Deploying with Change Sets is a way to migrate Account Team configuration to Production. A Change Set is a collection of metadata components that can be moved from one Salesforce org to another, such as custom objects, fields, workflows, or profiles. Account Team configuration is a type of metadata component that defines how users can share access to accounts and related records with other users based on their team roles and responsibilities. Users can create an outbound Change Set in their source org (such as Sandbox), add Account Team configuration components to it, upload it to their target org (such as Production), and deploy it in their target org after validating it.

NEW QUESTION # 189
The Sales Director at Cloud Kicks noticed that while Lead conversion rates were high, Opportunities were not moving through the sales cycle. Many of the contacts that were converted had no phone, email, or background information captured.
Which three solutions can be used to improve the quality of Leads being converted? (Choose three.)

- A. Schedule a report that notifies Lead owners daily of Leads with incomplete information.
- B. Create a validation rule to check that necessary information is complete upon Lead conversion.
- C. Implement a trigger that warns the user of incomplete information during Lead conversion.
- D. Review Lead conversion mapping to ensure necessary fields are mapped correctly.
- E. Mandate that all Lead data must be reviewed prior to being created in Salesforce.
- F. Update web-to-lead forms to require input fields be completed prior to submission.

Answer: C,D,F

NEW QUESTION # 190
Cloud Kicks' (CK) marketing department is migrating from its email campaign and management system to Salesforce. The marketing admin wants to ensure that CK's email templates are retained.
Which two solutions should a consultant recommend for a successful migration?
Choose 2 answers

- A. Enable Email Import and use the Import Wizard
- B. Manually recreate the email and mail merge templates in Salesforce.27.
- C. Import email templates with the Data Loader.
- D. Create an Email template change set or use the Lightning Platform.

Answer: B,C

NEW QUESTION # 191
Cloud Kicks wants to utilize Opportunities to report and track subscriptions to its Shoe of the Month club. Subscribers can make a single payment or pay weekly, monthly, or quarterly.

Which solution should the consultant recommend to meet the requirement?

- A. Implement contracts with a lookup to the Opportunity object.
- B. Configure assets with a lookup to the Opportunity object.
- C. Enable schedules on the Product object.
- D. Activate schedules on the Opportunity object.

Answer: C

NEW QUESTION # 192
A Consultant for Cloud Kicks notices that the Deploy date for the Sales Cloud project is also the same weekend of a Salesforce release. What should the Consultant recommend?

- A. Complete the project sooner and push before the Salesforce release
- B. Update the project plan for the following week and communicate the change
- C. Let Cloud Kicks know that there is a Salesforce release and that it may take longer
- D. Stop all work because the impact of the Salesforce release is unknown

Answer: B

NEW QUESTION # 193
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