

Salesforce - Sales-Cloud-Consultant - Perfect Salesforce Certified Sales Cloud Consultant Latest Dumps Ebook



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Salesforce Sales-Cloud-Consultant Exam Syllabus Topics:

Section	Weight	Objectives
Implementation Strategies	15%	- Determine deployment and change management approaches - Plan and manage implementation projects - Evaluate declarative vs custom development options
Data Management	8%	- Data quality and scalability considerations - Data migration and integration planning - Manage large data volumes and cross-system data flows
Consulting Practices	7%	- Solution design and validation - Requirements gathering and analysis - Project lifecycle and delivery
Practical Application of Sales Cloud Expertise	33%	- Account and contact management - Territory management and forecasting - Security and sharing configuration - Opportunity management, products, price books and quotes - Lead management and conversion
Sales Lifecycle	23%	- Apply Sales Cloud features and related products - Align solutions with business requirements, KPIs and challenges - Design sales and marketing processes - Build reports and dashboards for sales KPIs

Sales Productivity and Integration	8%	- Collaboration and mobile solutions - Email and productivity tools integration - Third-party application integration
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Salesforce Certified Sales Cloud Consultant Sample Questions (Q120-Q125):

NEW QUESTION # 120

Universal Containers (UC) deployed Sales Cloud 3 months ago to the North American sales teams. One of the reasons UC selected Sales Cloud is its mobile support which provides flexibility for sales reps.

How should the consultant assure UC's management that Sales Cloud is being successfully adopted on mobile devices?

- A. Download the Login History report and filter by device type.
- **B. Report on the opportunity records created on a mobile device.**
- C. Review the user profiles for mobile device permissions.

Answer: B

Explanation:

To assure UC's management that Sales Cloud is being successfully adopted on mobile devices, the consultant should report on the opportunity records created on a mobile device. This metric directly demonstrates that sales reps are actively using mobile devices to perform their core activities, such as creating and managing opportunities. By providing tangible evidence of mobile usage, the consultant can validate the adoption and effectiveness of the mobile solution. Salesforce provides various reporting tools to track and analyze mobile device usage and user activity.

NEW QUESTION # 121

Cloud Kicks wants 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' need?

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

Answer: D

NEW QUESTION # 122

Cloud Kicks uses an external ERP application to process its orders. This ERP application needs to receive data about Opportunities when the Opportunity closes. Which two solutions should the Consultant recommend? Choose 2 answers

- **A. Outbound Message with Workflow Rules**
- **B. REST Callout**
- C. Single Sign on
- D. Connected App

Answer: A,B

NEW QUESTION # 123

UC is purchasing smartphones and tablets for MS global sales team members. Sales management wants mobile access to key functionality, including collaboration, customer management, and opportunity management. What component of Salesforce Sales Cloud mobility should a consultant recommend to meet these requirements? Choose 2 answers

- A. Visualforce for mobile.
- B. AppExchange mobile plugin.
- C. Native mobile applications.
- D. Salesforce Touch

Answer: C,D

NEW QUESTION # 124

Cloud Kicks has a multi-phase selling process where every sales stage corresponds with a phase in the process. The first phase is preliminary qualification, where Opportunities should not contribute to Cloud Kicks' forecast.

Which two actions should be taken to ensure that Opportunities do not contribute to Cloud Kicks' forecast during the first stage? (Choose two.)

- A. Require sales staff to enter 0% for the Opportunity amount.
- B. Assign 0% probability to the first sales stage.
- C. Override the forecast to be \$0 for first stage Opportunities.
- D. Configure the first stage with the omitted forecast category.
- E. Require sales staff to enter \$0 for the Opportunity amount.

Answer: B,D

Explanation:

Explanation/Reference:

NEW QUESTION # 125

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