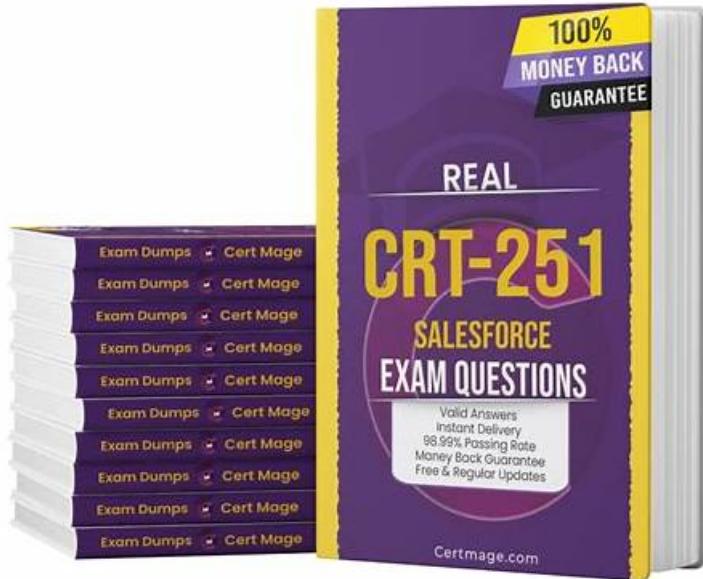


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q131-Q136):

NEW QUESTION # 131

A Consultant is configuring Einstein Forecasting to help the sales team predict how much they will sell by the end of a forecasting period.

Which two considerations should the consultant keep in mind to ensure that predictions are displayed.

Choose 2 answers

- A. Predictions are based only on the standard Close Date and Amount fields
- B. Predictions are only shown when at least 12 months of Opportunity data exists
- C. Predictions are only shown when data sync in Tableau CRM is enabled. Tableau
- D. Predictions are only shown when the user is in the forecasting hierarchy.

Answer: A,D

Explanation:

Explanation

Einstein Forecasting uses machine learning to analyze historical opportunity data and generate predictions for how much revenue a sales team can expect to close in a given period. The predictions are based only on the standard Close Date and Amount fields of the opportunities, so any custom fields or other factors are not taken into account. The predictions are only shown when the user is in the forecasting hierarchy, which means that they have a forecast role assigned to them and they can view forecasts for themselves or their subordinates.

NEW QUESTION # 132

The Consultant at Cloud Kicks has noticed that sales data is quickly outdated and wants to keep account data current.

What should the Consultant recommend to maintain up-to-date Account information?

- A. Call the Contacts and Leads to get their updated information.
- B. Use the Salesforce-provided data to updated and add records to Salesforce.
- C. Enable the Automatic Account Update feature in Setup.
- D. Use third-party data to update and add records to Salesforce

Answer: D

NEW QUESTION # 133

Cloud Kicks has just deployed all of its configurations. The admin wants to build a new process using objects that were deployed. Which best practice should a consultant recommend to the admin?

- A. Build in a test release environment end test changes In a Partial Copy sandbox.
- B. Build in a Developer sandbox and test changes in a test release environment.
- C. Build in a Partial Copy sandbox and test changes in the staging environment.

Answer: C

Explanation:

For building new processes and testing configurations after deployment, it's recommended to use a Partial Copy sandbox for development and testing in a staging environment. This approach allows for testing with a representative subset of production data, helping to ensure changes are validated under conditions similar to the live environment.

Development and Testing Strategy: Building in a Partial Copy sandbox allows for more accurate testing than a Developer sandbox, as it includes metadata and a sample of data from production.

Promoting Changes through Staging: Testing in a staging environment simulates the final production environment closely, helping to identify potential issues before going live.

Option B (test release in Partial Copy) reverses best practices, and Option C (Developer sandbox) may not include sufficient data for comprehensive testing. Salesforce recommends Partial Copy sandboxes for intermediate testing stages, as outlined in Salesforce Sandbox Guide.

NEW QUESTION # 134

Cloud Kicks has an integration between the data warehouse and Salesforce. The VP of operations wants to synchronize customer data between the systems.

What should the consultant recommend to ensure data integrity?

- A. Set up an External ID field on the Account object with Read only on the field security settings for all profiles except the admin profile.

Answer: A

NEW QUESTION # 135

Cloud Kicks wants sales representatives to be able to share key documents directly with customers who are not Community users. Which Salesforce feature satisfies this requirement?

- A. Documents
- B. CRM Content
- C. Chatter links
- D. Attachments

Answer: B

NEW QUESTION # 136

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