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Salesforce Certified Sales Cloud Consultant Sample Questions (Q30-Q35):

NEW QUESTION # 30

A Contact Center Manager has recently implemented CTI in the Contact Center. Which three metrics can be impacted due to this implementation? Choose 3 answers

- A. Customer satisfaction scores
- B. Calls per agent
- C. Call handle time per agent
- D. Articles used per call

Answer: A,D

NEW QUESTION # 31

Sales reps at Cloud Kicks (CK) need to see the Opportunity amount with the Account's discount field. CK sales reps are located in different regions and use different currencies. A consultant creates a custom formula field on the Opportunity.

Which currency will the custom formula use for its value if the opportunity and account records have different currencies?

- A. User currency
- B. Account currency
- C. Opportunity currency
- D. Corporate currency

Answer: C

Explanation:

A custom formula field on the Opportunity object will use the currency of the opportunity record, regardless of the currency of the account or user records. This ensures that the formula field is consistent with other opportunity fields that use currency.

NEW QUESTION # 32

What is the benefit of a Force.com sandbox?

- A. It extends Salesforce functionality
- B. It allows to create or change buttons, and dynamically route approvals
- C. It allows for development, testing, and training
- D. It builds new application functionality

Answer: C

NEW QUESTION # 33

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console.

- A. Run the Salesforce Optimizer.
- B. Open the Lightning Usage App.
- C. Create a custom report.

Answer: B

Explanation:

The Lightning Usage App in Salesforce provides insights into how users are adopting and using the Lightning Experience, including the Lightning Sales Console. It includes metrics such as daily active users, most visited pages, and feature usage. This tool is specifically designed to help administrators and consultants understand adoption patterns and areas that may need attention or additional training.

References:

* Lightning Usage App Overview

* Monitor Adoption with the Lightning Usage App

NEW QUESTION # 34

What is a matrix report?

Answer:

Explanation:

A Matrix reports shows you data that is grouped and summarized by both rows and columns. Use this type of report when you want to compare related totals, especially if you have large amounts of data to summarize and you need to compare values in several different fields, or you want to look at data by date and by product, person, or geography.

NEW QUESTION # 35

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If you are a busy individual, you will have a short time to sit and study properly for the Sales-Cloud-Consultant exam. Finding the best route to quick learning is important because you are not a genius who can cover everything before the final attempt. You have to memorize real Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) questions that will appear in the final Sales-Cloud-Consultant test. In this way, you can quickly prepare for the Sales-Cloud-Consultant examination.

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Tom is an avid baseball fan and a Boston Red Sox season ticket holder, Sales-Cloud-Consultant Finally, it discusses how to run Kubernetes in the Enterprise, and how to troubleshoot it in case it doesn't work out well.

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