

2026 Salesforce Sales-Con-201: Useful Salesforce Certified Sales Cloud Consultant Exam Review



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q124-Q129):

NEW QUESTION # 124

Cloud Kicks has a Public Read Only Opportunity sharing model. A sales rep noticed they can edit some opportunities associated with accounts they own, but are unable to edit other opportunities associated with accounts they own. Which reason explains the sales rep's experience?

- A. Sharing rules for Opportunities are set to a public group for managers.
- B. Some opportunities associated with these accounts are owned by other users.
- C. The user is a member of an Account Team with Read/Write access on Opportunities.

Answer: C

NEW QUESTION # 125

The VP of sales at Cloud Kicks wants to provide options to sales reps for changing account or contract details for a created order.

Which condition should the consultant consider to meet this requirement?

- A. The order must be associated with an active contract.
- **B. The order associated with the account is in draft status.**
- C. The currency associated with the order can be different from the contract.

Answer: B

Explanation:

In Salesforce, orders must be in "Draft" status to allow any changes to account or contract details. Once an order is activated, editing options for associated account or contract information become restricted. If the order is still in draft status, sales reps have the flexibility to update these details as needed.

An active contract or different currency on an order does not inherently restrict the ability to edit account or contract details as long as the order is in draft status. Once the order is activated, however, modifications to account and contract information are limited.

Salesforce Documentation References:

* Manage Orders and Order Statuses

* Order Management Guidelines

NEW QUESTION # 126

A consultant received feedback that various sales teams are providing inconsistent updates to leadership about the progress of deals. What should the consultant recommend for aligning processes and providing more reliable information about the pipeline to leadership?

- A. Customize Sales Path.
- **B. Enable Sales Forecasting.**
- C. Create a Sales Engagement report.

Answer: B

Explanation:

Sales Forecasting in Salesforce is designed to provide sales teams and leadership with a clear, consistent, and reliable view of the sales pipeline. By enabling Sales Forecasting, organizations can align their sales processes, ensuring that sales reps follow a standard methodology for updating deal progress. This helps in generating accurate forecasts based on the data entered by the sales team. Sales Forecasting also offers detailed insights into expected revenue, deal stages, and close dates, which are crucial for leadership to assess pipeline health and make informed decisions. It allows sales managers to regularly review and adjust forecasts based on real-time data, ensuring that leadership has up-to-date and consistent information about the sales pipeline.

For more on setting up and managing Sales Forecasting, refer to the Salesforce documentation: Salesforce Forecasting Overview.

NEW QUESTION # 127

Cloud Kicks noticed its data quality has degraded since its initial Sales Cloud implementation and is working with a consultant to develop a data management plan. The consultant suggested some best practices for creating, processing, and maintaining data. Which functional area can be improved by using third-party data enrichment tools?

- A. Enforcing validation rules
- B. Owning roles and records
- **C. Monitoring changes and updates**

Answer: C

Explanation:

To address data quality concerns, third-party data enrichment tools are particularly effective for improving the functional area of monitoring changes and updates. These tools can continuously validate, update, and enhance data, which is essential for maintaining data quality over time. Here's how they fit into Cloud Kicks' data management plan:

* Data Enrichment: Third-party tools can enhance Salesforce data by verifying and appending missing information, identifying inaccuracies, and ensuring data is up-to-date. This is especially useful for maintaining contact and account records in dynamic environments where data changes frequently.

* Monitoring and Automation: Many data enrichment tools provide features that automatically monitor data changes and updates. They can flag inconsistencies, correct outdated information, and maintain a high level of data accuracy and completeness, addressing one of the critical areas of data quality degradation.

* Salesforce Best Practices: Salesforce recommends using data enrichment tools as part of a comprehensive data management strategy. These tools help monitor and enhance data quality by integrating external sources, which ensures Salesforce data remains current and reliable.

* References: Salesforce provides guidance on data management best practices, which includes using third-party tools for data enrichment and monitoring. These are highlighted in resources such as Salesforce's Trailhead modules on Data Quality and Data Management, as well as in Salesforce documentation.

In summary, third-party data enrichment tools are ideal for monitoring changes and updates (Option A) in Salesforce, helping Cloud Kicks maintain accurate and high-quality data throughout the Sales Cloud implementation.

NEW QUESTION # 128

The sales department at Cloud Kicks is growing quickly. New sales executives want to prioritize interacting with contacts who make or influence the decision to purchase Sales Cloud.

What should the consultant recommend to document the decision-makers and influencers?

- A. Create @ report showing Contacts with executive job titles.
- **B. Use Contact Roles on the Opportunity object.**
- C. Update Primary Contact on all Opportunities.

Answer: B

Explanation:

To effectively document decision-makers and influencers for sales interactions, using Contact Roles on the Opportunity object is the best approach. Here's why:

* Role-Based Identification: Contact Roles allow you to specify the role of each contact in relation to an opportunity, such as Decision Maker, Influencer, or any other relevant role. This directly helps the sales team understand who to engage with based on their influence on the purchasing decision.

* Standard Salesforce Feature: Salesforce's Contact Roles functionality on Opportunities is designed to help track relationships between contacts and deals. It allows the assignment of multiple roles, providing flexibility to document various influencers and decision-makers effectively.

* Salesforce Best Practices: Salesforce recommends leveraging Contact Roles for this type of tracking because it helps in segmenting contacts based on their impact on the sale. This makes it easier to focus on key individuals and prioritize sales efforts accordingly.

* References: More information on setting up and utilizing Contact Roles on Opportunities can be found in Salesforce's documentation on Opportunities and Contact Roles.

In summary, using Contact Roles on the Opportunity object (Option B) is the recommended method for Cloud Kicks to document and prioritize decision-makers and influencers in the sales process.

NEW QUESTION # 129

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