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Salesforce Certified Sales Cloud Consultant Sample Questions (Q91-Q96):

NEW QUESTION # 91

Cloud Kicks (CK) operates in multiple countries and wants to track historical exchange rates. The consultant at CK has implemented dated exchange rates by using Advanced Currency Management. How is the converted currency amount calculation on opportunities determined?

- A. The close date only when the opportunity stage is closed
- B. The date the opportunity stage is closed regardless of the close date
- C. The close date regardless of the opportunity stage

Answer: C

Explanation:

When using Advanced Currency Management with dated exchange rates, the converted currency amount is determined based on

the opportunity's close date, regardless of the opportunity stage. Here's why:

* **Currency Conversion Based on Close Date:** Advanced Currency Management applies the exchange rate effective on the opportunity's close date, which means that the conversion is tied specifically to this date and does not depend on the opportunity's stage.

* **Accurate Historical Currency Data:** This setup ensures that historical exchange rates accurately reflect the currency rate as of the close date, providing precise financial reporting.

* **Salesforce Documentation:** Salesforce outlines that Advanced Currency Management uses the close date for converting amounts on opportunities to account for dated exchange rates, providing consistency across all transactions.

In summary, the close date regardless of the opportunity stage (Option C) determines the converted currency amount when Advanced Currency Management is enabled.

NEW QUESTION # 92

A customer successfully places an order with UC for five widgets. The order is activated in Salesforce and the products are shipped to the customer. One week later the customer return one widget. What is the effective method of recording the event in salesforce?

- A. Create a new sales product with quantity set to -1
- **B. Create a reduction order under the activated order**
- C. Change the quantity value on the order product to 4
- D. Create a custom field on the order product object

Answer: B

NEW QUESTION # 93

Sales stages are shared between sales methodologies at Cloud Kicks. There are three product lines with unique sales methodologies. A few sales stages overlap between the three product lines.

Which two recommendations should the consultant make?

Choose 2 answers

- A. One set of opportunity stages
- B. One record type
- **C. Three sets of opportunity stages**
- **D. Three record types**

Answer: C,D

Explanation:

Record types allow you to assign different page layouts, picklist values, and business processes to different users based on their profiles. You can create three record types for the three product lines, and assign them to the appropriate sales teams. You can also create three sets of opportunity stages that reflect the unique sales methodologies for each product line, and associate them with the corresponding record types. This can help you customize the Sales Cloud functionality for each product line and track their progress separately. Verified References:

* <https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf> (page 17)

* https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

* https://help.salesforce.com/s/articleView?id=sf.customize_opptystages.htm&type=5

NEW QUESTION # 94

A new support center has only one part-time Service Rep. Which step should a Consultant take to ensure that Case Aging is tracked accurately?

- A. Use an Escalation Rule to assign open Cases to another user
- B. Let the Service Rep change the Business Hours on the Case
- C. Let the service Rep enter the appropriate Case age Value
- **D. User a time-dependent Workflow Rule to update Case Status**

Answer: D

NEW QUESTION # 95

Northern Trail Outfitters (NTO) decided to start using salesforce for all its sales automation its current sales database has about 50 million records. These records were all migrated into the database from other legacy systems. After migration to salesforce NTO wants to be able to search and cross reference records with the original source system. What should a consultant recommend to meet the requirement?

- A. Use the standard external Id field and map this to the current record Id Value
- **B. Use a custom external Id field and map this to the original record id value**
- C. Use a custom field named external Id and map this to the current record Id Value
- D. Use the standard external Id field and map this to the original record Id value

Answer: B

NEW QUESTION # 96

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