

# **Salesforce Sales-Cloud-Consultant Online Training | Reliable Sales-Cloud-Consultant Dumps Files**



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Salesforce Sales-Cloud-Consultant Certification is recognized globally as a valuable credential for sales professionals who work with the Salesforce platform. Salesforce Certified Sales Cloud Consultant certification can help individuals to stand out in a competitive job market by demonstrating their proficiency in using Salesforce to manage customer data, automate workflows, and drive business growth.

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Salesforce Sales-Cloud-Consultant Certification Exam is divided into several sections, each of which focuses on a specific area of Sales Cloud implementation. These sections include Sales Cloud Solution Design, Implementation Strategies, Sales Cloud Configuration, and Sales Cloud Analytics. Each section is designed to test the candidate's knowledge and understanding of the Sales Cloud platform, as well as their ability to implement Sales Cloud solutions in real-world scenarios.

## **Salesforce Certified Sales Cloud Consultant Sample Questions (Q190-Q195):**

#### NEW QUESTION # 190

A client's Support Call Center has seen an increase in call volume on a new product line. The agents are having problems resolving issues and have been escalating to Tier 2 for support. Which action should be taken to reduce the call volumes and escalations?

- A. Configure IVR routing to bypass Tier 1 for the product line.
- B. Create a dashboard to track and manage call volumes by type.
- C. Configure Omni-channel to assign cases directly to Tier 2.
- **D. Create Knowledge Articles and publish internally and publicly.**

**Answer: D**

#### NEW QUESTION # 191

Joe is the record owner of a Lead. A Lead sharing rule has been defined so that leads owned by Joe are shared with public group called 'Joe's Team'. When the Lead is converted to an Account, Contact, and Opportunity, who will have access to these records assuming that a private sharing model is in place on these objects and there are no sharing rules defined for these objects?

- **A. Joe will be the only person who will be able to access the Account, Contact, and opportunity records.**
- B. Joe and anyone above him in the role hierarchy will be able to access the three records
- C. Joe, all members of the public group, and Joe's Team will be able to access the three records
- D. Joe, all members of the public group, Joe's Team, and anyone above any group member in the role ' ' hierarchy will be able to access the three records.

**Answer: A**

#### NEW QUESTION # 192

A strong pipeline requires trusted data. Which of the following examples describes a need for trusted data?

- A. Campaigns are launched without communicating the follow-up plan
- B. Leads are tracked in separate systems, not accessible by all
- **C. As business matures, it becomes difficult to identify right prospects**
- D. Leads are qualified but not routed to the right people

**Answer: C**

#### NEW QUESTION # 193

CORRECT TEXT

Is territory management automatically enabled out of the box?

**Answer:**

Explanation:

No

. Territory management is not enabled by default in Salesforce. To request territory management for your organization, contact [salesforce.com](https://salesforce.com).

#### NEW QUESTION # 194

What is a recommended way to migrate data from an external system while ensuring that the data adheres to data quality rules established for the Salesforce org?

- **A. Cleanse the data outside of Salesforce and then migrate the data.**
- B. Use the Salesforce data loader to load and cleanse the data.
- C. Upload the data into Salesforce and then run data cleansing tools.
- D. Use the Salesforce import wizard to load and cleanse the data.

Answer: A

## NEW QUESTION # 195

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