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Business CRT-211 **Business Certified Sales Cloud Consultant** **2**

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q135-Q140):

NEW QUESTION # 339
Universal Contractors is creating a new pipeline to allow customers to pay for large orders over the next 3 years. The sales team needs to keep track of the month the products are sold. The sales team wants to analyze the sales trend to determine the new pricing table and to help the financial department forecast easily.
What should the consultant recommend to meet the requirement?
A. Create a Product Selector to create an Order for each customer product.
B. Set the default quantity to 12, 24, 36 in a new Price Book for individual sales.
C. Use Forecast Sales data to capture actuals and implement plan details for each Product.
D. Add a custom field to the Order object to capture the number of months.

Answer: D

NEW QUESTION # 340
Universal Contractors is preparing for the launch of its new Sales Cloud implementation in a global market. With previous client implementation experience, the company has now adopted the new solution. Which three Sales Cloud deployment features should be considered to help ensure adoption? (Choose 3 answers)
A. Type of training material
B. Standard and reusable template
C. Sales rep quota targets
D. Management committee status
E. Training is linked to an app

Answer: A,D,E

NEW QUESTION # 347
Cloud Rides is interested in the 100% Exam Torrent guide to pass the Salesforce Health Cloud Health IT implementation exam in the same time next year. The VP Sales wants to analyze the number of direct deals on a monthly basis and compare the results over months in sales. Which two fields should the Consultant take to create a junction? (Choose 2 answers)
A. Subcribe an analytical snapshot of the Opportunity object to run monthly

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answers and questions, thus the learning is easy and efficient. The language is easy to be understood makes any learners have no obstacles.

Salesforce Health Cloud Accredited Professional Sample Questions (Q91-Q96):

NEW QUESTION # 91

A provider's office wants to verify a patient's insurance plan information and coverage when they call into the call center to book an appointment.

Which capability should a consultant leverage to address this requirement?

- A. Utilization Management
- B. Intelligent Appointment Management
- C. Identity Verification
- D. Benefits Eligibility and Verification

Answer: D

Explanation:

Step 1: Requirement Analysis

The provider's office needs to verify a patient's insurance plan information and coverage when a patient calls to book an appointment.

This means checking whether the patient's insurance is active, what services are covered, and any applicable copays or eligibility details.

Step 2: Health Cloud Out-of-the-Box Capability

Benefits Eligibility and Verification is the dedicated Health Cloud capability that allows provider offices and payers to verify a patient's insurance coverage, eligibility, and benefit details in real time, either through integration with payers or using Health Cloud workflows.

Extract:

"Health Cloud offers Benefits Eligibility and Verification, enabling providers and payers to confirm a patient's plan information and coverage eligibility, reducing the risk of denied claims and improving the patient experience." Administer Health Cloud - Benefits Eligibility and Verification Step 3: Review of Options A . Benefits Eligibility and Verification: Directly addresses insurance plan and coverage verification.

B . Intelligent Appointment Management: For scheduling, not insurance verification.

C . Utilization Management: For prior authorizations and care request reviews.

D . Identity Verification: For confirming patient identity, not insurance coverage.

NEW QUESTION # 92

Bloomington Caregivers needs to use the objects for the Clinical data model as part of its new Health Cloud implementation. Which preference should Bloomington Caregivers' administrator ensure is enabled?

- A. FHIR-Aligned EHR Data Model org preference
- B. FHIR-Aligned Data Model org preference
- C. Clinical R4 Model org preference
- D. Clinical Data Model org preference

Answer: B

NEW QUESTION # 93

A provider wants its care coordinators to track a series of problems, goals, and interventions (PGIs) related to a patient's care in a repeatable, efficient way.

Which approach should a consultant recommend?

- A. Define a PGI Library and care plan templates using the library.
- B. Configure an action plan template with tasks for each PGI.
- C. Coach the care coordinators to quickly create tasks using a checklist.
- D. Create care program templates and assign them to patients.

Answer: B

NEW QUESTION # 94

A customer compliance department requires encryption at rest, notification of activities, and extensive field tracking. What are some key considerations and recommended practices for supporting compliance in Salesforce?

- A. Use Role Hierarchy to control data access, implement password policies for user accounts, and use IP Restrictions to limit access to trusted networks.
- B. Enable Field Audit Trail, implement encryption for sensitive data, and configure two-factor authentication for all users.
- **C. Enable Salesforce Shield to monitor data access and usage, configure data Classification for sensitive data, and use Event Monitoring to track user activity.**
- D. Use the Salesforce Security Health Check to identify vulnerabilities, implement custom profiles and permission sets to control data access, and configure Data Loss Prevention policies to prevent data leakage.

Answer: C

Explanation:

The requirement is:

Encryption at rest → Handled by Salesforce Shield Platform Encryption.

Notification of activities (user monitoring, data access) → Provided by Event Monitoring in Salesforce Shield.

Extensive field tracking → Achieved with Field Audit Trail, also part of Salesforce Shield.

That's why the correct answer is the Salesforce Shield bundle, which directly addresses all three compliance needs.

Why not the others?

A . Role Hierarchy, Password Policies, IP Restrictions → These are basic Salesforce security features, but they don't provide encryption at rest or activity monitoring.

B . Field Audit Trail + Encryption + 2FA → Close, but Field Audit Trail and Encryption require Shield anyway, and 2FA is important but doesn't meet the monitoring requirement.

D . Security Health Check + DLP policies → Useful for improving org security posture, but Salesforce does not have native DLP policies like in other security platforms. This doesn't satisfy the encryption + monitoring requirement.

Salesforce Health Cloud / Security Reference:

Salesforce Shield Overview:

"Use Shield Platform Encryption for encryption at rest."

"Use Event Monitoring to monitor and track user activity across apps."

"Use Field Audit Trail to retain field value changes for compliance requirements."

NEW QUESTION # 95

A customer wants to view a patient's health conditions and clinical encounters as a sequence of events happening over time on the patient's Person Account page.

What should a consultant do to achieve this using the Enhanced Timeline functionality?

- **A. Create a new Timeline View Configuration record.**
- B. Clone the HCTimeline FlexCard for customization.
- C. Create a new Timeline record within Setup.
- D. Add a record to the HealthCloudTimelineConfig custom setting.

Answer: A

Explanation:

* Enhanced Timeline Functionality:

The Enhanced Timeline in Health Cloud displays a sequence of clinical events (e.g., health conditions and encounters) on a patient's Person Account.

Exact Extract:

"To configure the Enhanced Timeline component to show custom event types and adjust the event display, create a Timeline View Configuration record." Reference:

* Other Options:

Timeline records within Setup and HealthCloudTimelineConfig custom setting are not how the Enhanced Timeline is configured for new event views.

Cloning the HCTimeline FlexCard is not required or recommended for this configuration.

NEW QUESTION # 96

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