

Sales-Con-201 Test Simulator & Sales-Con-201 Exam Material



As far as our Sales-Con-201 practice test is concerned, the PDF version brings you much convenience with regard to the following two aspects. On the one hand, the PDF version contains demo where a part of questions selected from the entire version of our Sales-Con-201 Test Torrent is contained. On the other hand, our Sales-Con-201 preparation materials can be printed so that you can study for the exams with papers and PDF version. With such benefits, why don't you have a try?

Free demo are available for Sales-Con-201 study materials for you to have a try before purchasing, which will help you have a deeper understanding of what you are going to buy. You can find the free demo for Sales-Con-201 exam braindumps in our website. If you are quite satisfied with the free demo, and want the complete version, just add it to the cart and pay for it. You will get the downloading link and password for the Sales-Con-201 Study Materials within ten minutes, if you don't receive, you can ask for help from our service stuff.

>> Sales-Con-201 Test Simulator <<

Excellent Sales-Con-201 Test Simulator - Reliable Source of Sales-Con-201 Exam

If you have any question about our Sales-Con-201 test torrent, do not hesitate and remember to contact us. we are glad to help you solve your problem. If you buy our Salesforce Certified Sales Cloud Consultant guide torrent and take it seriously consideration, you will find you can take your exam after twenty to thirty hours' practice. So come to buy our Sales-Con-201 Test Torrent, it will help you pass your exam and get the certification in a short time that you long to own.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q84-Q89):

NEW QUESTION # 84

Universal Containers is in the planning phase of its Sales Cloud implementation. In a recent discussion, the CEO expressed a desire to measure the return on investment (ROI) of its sales and marketing efforts by location. Which solution should the consultant recommend?

- A. Track total accounts created by lead source and location.

- B. Track total opportunity pipeline by lead source and location.
- C. Track total cases submitted by lead source and location.

Answer: B

Explanation:

To measure ROI on sales and marketing efforts by location, it is crucial to track the opportunity pipeline based on both lead source and geographic location. This approach directly ties sales outcomes (opportunities) to the sources that generated those leads, offering a clear picture of ROI across different locations.

* Opportunity Pipeline as an ROI Indicator: Opportunities are directly tied to potential revenue, making them a key metric for evaluating sales success. By segmenting this data by lead source and location, Universal Containers can assess which locations are generating the most valuable sales leads.

* Leveraging Opportunity Data: Salesforce enables filtering and reporting on opportunities by lead source and location, which aligns with the CEO's interest in understanding ROI geographically.

Option B (tracking accounts created) would not directly measure sales revenue, and Option C (tracking cases) is not relevant to sales and marketing ROI. For more on opportunity tracking, see Salesforce Opportunity Management documentation.

NEW QUESTION # 85

Some of the large accounts at Northern Trail Outfitters have many contacts. Sales reps want to see how these contacts relate to each other and understand the reporting structure.

Which feature should the consultant recommend to meet this requirement?

- A. Contacts to Multiple Accounts
- B. Contact Hierarchy
- C. Contact Roles

Answer: B

Explanation:

The Contact Hierarchy feature in Salesforce Sales Cloud allows users to view and understand the relationships and reporting structures among contacts within the same account. This feature provides a visual representation of the hierarchy, enabling sales reps to quickly see how contacts are connected and who reports to whom within large accounts. This is particularly useful for large organizations where multiple contacts need to be managed, as it provides insight into key decision-makers and influencers in the account structure.

For more information, refer to the Salesforce documentation on Contact Hierarchy.

NEW QUESTION # 86

Universal Containers has been using Sales Cloud for the last 5 years to manage leads, accounts, contacts, and opportunities.

The SVP of sales recently attended a conference and learned about Sales Cloud Einstein features. The SVP is very interested in Einstein Lead Scoring and Einstein Deal Insights. The SVP hired a consultant to create an implementation immediately.

Which step should the consultant take first?

- A. Enable Einstein Activity Capture In a developer org.
- B. Enable both Einstein features In production.
- C. Run the Einstein Readiness Assessor in a sandbox.

Answer: C

Explanation:

Before implementing Einstein features such as Einstein Lead Scoring and Einstein Deal Insights, it is essential to run the Einstein Readiness Assessor. This tool evaluates the Salesforce org's data to determine whether it meets the requirements for these Einstein features, ensuring that they will provide accurate and actionable insights.

* Assessing Data Readiness: The Einstein Readiness Assessor checks if the data quality and quantity are sufficient for Einstein's AI-driven insights, which is crucial for accurate scoring and predictions.

* Informed Implementation Planning: Running the readiness assessment in a sandbox allows the consultant to understand any adjustments needed before enabling the features in production.

Option B (enabling Einstein Activity Capture in a developer org) and Option C (enabling both features in production) should be done only after confirming readiness. For more information, see the Einstein Readiness Assessor documentation.

NEW QUESTION # 87

Cloud Kicks wants to improve its return on investment (ROI) by creating intelligent processes built on trusted, targeted data. What is a justification for using AppExchange data services?

- A. To activate customizable sales forecasting and lead scoring
- **B. To create customer segments with personas and scoring**
- C. To use Salesforce Surveys to update customers' data

Answer: B

Explanation:

Using AppExchange data services can greatly enhance Cloud Kicks' ability to improve ROI through data- driven customer segmentation. These services offer advanced tools for building customer personas and applying scoring models, which enable targeted marketing and sales strategies. By leveraging enriched data from AppExchange, Cloud Kicks can gain deeper insights into customer behaviors and preferences, allowing for more personalized engagement and efficient resource allocation

NEW QUESTION # 88

During the Deploy phase at Cloud Kicks, users are finding it difficult to navigate a new system which is contributing to low adoption. How should the consultant avoid this issue in the future?

- A. Conduct a beta review during the Validate phase.
- **B. Provide company-wide training throughout the project.**
- C. Develop test scripts during the Plan phase.

Answer: B

Explanation:

User adoption issues, like difficulty navigating a new system, can often be mitigated through ongoing, role- based training provided throughout the implementation project. Rather than waiting until deployment, offering training at different phases allows users to build familiarity with Salesforce gradually, enabling them to better understand and retain information. This approach, coupled with regular updates and support, ensures users are prepared and more comfortable with the new system by the time it goes live. Consistent training also reinforces the system's benefits and encourages users to engage with Salesforce more confidently and effectively, ultimately leading to higher adoption rates and better productivity in the long run.

Salesforce recommends varied training methods, including hands-on sessions, webinars, and in-app guidance, which cater to different learning preferences and support user engagement at every project stage. Conducting company-wide training can ensure all stakeholders have the skills they need to succeed with the system from day one.

References: Salesforce Trailhead emphasizes the importance of ongoing training and phased user engagement to boost adoption and ease the transition during a Salesforce implementation.

NEW QUESTION # 89

.....

Our Salesforce Certified Sales Cloud Consultant exam questions are designed by a reliable and reputable company and our company has rich experience in doing research about the study materials. We can make sure that all employees in our company have wide experience and advanced technologies in designing the Sales-Con-201 study dump. So a growing number of the people have used our study materials in the past years, and it has been a generally acknowledged fact that the quality of the Sales-Con-201 Test Guide from our company is best in the study materials market. Now we would like to share the advantages of our Sales-Con-201 study dump to you, we hope you can spend several minutes on reading our introduction; you will benefit a lot from it.

Sales-Con-201 Exam Material: <https://www.testkingfree.com/Salesforce/Sales-Con-201-practice-exam-dumps.html>

Salesforce Sales-Con-201 Test Simulator And soon you will be able to prove your expertise knowledge and technology in IT industry, If you have acquired Sales-Con-201 certification, your technology ability of Sales-Con-201 will be stronger at the same time, and you can solve a variety of practical problems, which will bring you a good job and high salary, Salesforce Sales-Con-201 Test Simulator Nowadays, all of us are living a fast-paced life and we have to deal with things with high-efficience.

Perform advanced system administration tasks, The contents within the tag are Sales-Con-201 considered the body of the page to be inserted into the template, as specified in the next section of this article, The `` Tag and page.psp Template.

Quiz Sales-Con-201 - Salesforce Certified Sales Cloud Consultant –High-quality Test Simulator

And soon you will be able to prove your expertise knowledge and technology in IT industry, If you have acquired Sales-Con-201 Certification, your technology ability of Sales-Con-201 will be stronger at the same time, and you can solve a variety of practical problems, which will bring you a good job and high salary.

Nowadays, all of us are living a fast-paced life and we have to Test Certification Sales-Con-201 Cost deal with things with high-efficiency. It is an admitted fact that certification is of great significance for workers to get better jobs as well as higher income, nevertheless, the exam serves as an obstacle without valid Sales-Con-201 latest training material, in the way for workers to get the essential certification.

The efficiency of our Sales-Con-201 exam braindumps has far beyond your expectation.