

Sales-Cloud-Consultant模擬試験問題集、Sales-Cloud-Consultant関連問題資料



P.S. JpshikenがGoogle Driveで共有している無料かつ新しいSales-Cloud-Consultantダウンロード: https://drive.google.com/open?id=1LkTUgKrKWJcVbDytU_xMATz76UbBMRJp

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Salesforce Sales-Cloud-Consultant Exam Overview:

Certification Vendor:	Salesforce
Exam Name:	Salesforce Certified Sales Cloud Consultant
Exam Number:	Sales-Cloud-Consultant
Certificate Validity Period:	2 years (requires maintenance)
Exam Duration:	105 minutes
Related Certifications:	Salesforce Administrator Salesforce Platform App Builder
Exam Price:	\$200 USD
Available Languages:	English
Exam Format:	Multiple Choice, Multiple Select
Real Exam Qty:	65
Passing Score:	68%
Sample Questions:	Salesforce Sales-Cloud-Consultant Sample Questions
Exam Way:	Online proctored or in-person testing center
Pre Condition:	Salesforce Administrator certification is strongly recommended before attempting this exam
Official Syllabus URL:	https://trailhead.salesforce.com/credentials/sales-cloud-consultant

Sales-Cloud-Consultant関連問題資料、Sales-Cloud-Consultant日本語試験対策

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Salesforce Certified Sales Cloud Consultant 認定 Sales-Cloud-Consultant 試験問題 (Q93-Q98):

質問 #93

The Universal Containers sales team would like to track product shipments for each of its customers. The shipment tracking information is currently available in a back-end system, which the company plans to integrate with Salesforce. Which objects are relevant for this integration?

- A. Lead, account, opportunity product, custom object-shipment status
- **B. Opportunity, opportunity product, custom object-shipment status**
- C. Lead, opportunity, product, custom object-shipment status
- D. Opportunity, opportunity product, contract, custom object-shipment status

正解: B

質問 #94

What is a key capability of Data Loader?

- **A. Runs one-time or scheduled data imports**
- B. Prevents importing duplicate record data
- C. Imports organization and configuration metadata

正解: A

解説:

Data Loader is a versatile tool that enables users to import, export, update, delete, and manage large volumes of data within Salesforce. A key capability of Data Loader is its ability to handle both one-time and scheduled data imports. This feature is particularly useful for regularly scheduled data updates, such as daily imports of data from external systems or periodic data cleansing activities.

Salesforce documentation confirms that Data Loader allows scheduling for regular imports or exports, making it an efficient tool for managing data over time. However, it does not include native features to prevent duplicates or import metadata, as it primarily focuses on data records.

質問 #95

Which statements about the Salesforce Classic Mobile application are true? (Select all that apply)

- A. It works only when a smart phone is connected to a wireless network
- **B. It downloads relevant data for standard Salesforce objects and custom objects**
- **C. It provides mobile access to data, tasks, and calendar**
- D. It is a server application

正解: B、C

質問 #96

During the Cloud Deploy phase, end users are complaining that they have a new system to log into, and it's holding up training. What is the likely cause of these complaints?

- A. Cloud Kicks did not gain buy-in during the Design phase the solution was not designed.
- B. Cloud Kicks did not gain buy-in during the Analyze phase and the did not build buzz during the Build and Validate phase.
- C. A communication plan was not designed during the Plan phase and buzz was not generated during the Deploy phase.
- D. A training plan was not made during the Validate phase and buzz was not during the Design and Validate phase.

正解: C

質問 #97

The marketing team is using a separate platform for managing prospects and wants to hand off qualified prospects to the sales team. How should the consultant meet this requirement?

- A. Recommend an integration with the marketing platform to Sales Cloud that generates tasks with lead information.
- B. Recommend an integration with the marketing platform that creates leads in Sales Cloud.
- C. Create users for the marketing team so they can enter leads directly into Sales Cloud.

正解: B

解説:

To facilitate the handoff of qualified prospects from the marketing platform to the sales team, integrating the marketing platform with Sales Cloud to create leads is the recommended approach. Here's why:

- * Streamlined Lead Handoff: By integrating the two platforms, qualified prospects can be automatically converted into leads in Sales Cloud. This ensures a seamless transition from marketing to sales without manual entry, reducing errors and improving efficiency.
- * Real-Time Data Transfer: Integration allows for real-time transfer of qualified leads, ensuring that the sales team receives up-to-date lead information as soon as prospects meet the criteria set by marketing.
- * Salesforce Best Practices: Salesforce recommends using integration tools to connect marketing platforms to Sales Cloud for an automated lead handoff. This approach helps maintain data accuracy and supports timely follow-ups by the sales team.
- * References: More details on Salesforce Integration and Lead Management can be found in Salesforce documentation, which covers best practices for marketing and sales alignment.

In summary, recommending an integration with the marketing platform that creates leads in Sales Cloud (Option A) is the most efficient and scalable solution for transferring qualified prospects to the sales team.

質問 #98

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Sales-Cloud-Consultant関連問題資料: https://www.jpshiken.com/Sales-Cloud-Consultant_shiken.html

- Sales-Cloud-Consultant日本語版試験解答 ☞ Sales-Cloud-Consultantテスト内容 □ Sales-Cloud-Consultant模擬試験問題集 □ “www.mogiexam.com”を入力して《Sales-Cloud-Consultant》を検索し、無料でダウンロードしてくださいSales-Cloud-Consultantテスト難易度
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