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Salesforce Sales-Cloud-Consultant exam is a multiple-choice exam that consists of 60 questions. Sales-Cloud-Consultant exam is timed and the candidate has 105 minutes to complete it. The passing score for the exam is 68%, which means that the candidate must correctly answer at least 41 questions out of the 60 questions. Sales-Cloud-Consultant Exam is administered by Salesforce and can be taken at any of the authorized testing centers or online.

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Upon passing the Salesforce Sales-Cloud-Consultant Certification Exam, individuals will earn the title of Salesforce Certified Sales Cloud Consultant. Salesforce Certified Sales Cloud Consultant certification demonstrates that the individual has the knowledge and skills necessary to implement and manage Salesforce Sales Cloud solutions in a customer-facing role. Salesforce Certified Sales Cloud Consultant certification is recognized by employers and can help individuals advance their career in sales and business analysis.

Salesforce Sales-Cloud-Consultant Certification Exam is a rigorous and challenging test that requires a deep understanding of Salesforce. Sales-Cloud-Consultant exam is computer-based and consists of 60 multiple-choice questions. Candidates are given 105 minutes to complete the exam, and they must score a minimum of 65% to pass.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q170-Q175):

NEW QUESTION # 170

Which roll-up summary fields supported between two Advanced Currency Management objects when enabling Advanced Currency

Management?

- A. Opportunity object to Opportunity object
- **B. Opportunity line object to Opportunity object**
- C. Opportunity object to Account In the default currency of the user's manager
- D. Opportunity line object to Product object in the default currency of the organization

Answer: B

NEW QUESTION # 171

The consultant at Cloud Kicks has noticed that sales data is quickly outdated and wants to keep Account data current. What should the consultant recommend to maintain current Account information?

- A. Enable Automated Account Fields in Setup.
- **B. Use third-party data to update and add records to Salesforce.**
- C. Email the contacts and leads to obtain their current information.
- D. Build a weekly data update from in-house systems to refresh data in Salesforce.

Answer: B

NEW QUESTION # 172

Universal Containers wants to implement a new web presence to support its customers. It has provided the following requirements:

- * Ability for visitors to search Knowledge articles without registering or logging in
 - * Ability for over one million registered customers to securely submit cases and view the status of those cases
 - * Ability to display white papers to registered customers
 - * Ability for registered customers to save favorite Knowledge articles for easy access later
- What should the consultant recommend as part of the solution?

- **A. Implement Customer Communities with Knowledge.**
- B. Implement Partner Communities with Knowledge.
- C. Implement Customer Communities with Content.
- D. Implement Employee Communities with Content.

Answer: A

NEW QUESTION # 173

The Consultant at Cloud Kicks has successfully implemented the Einstein lead Scoring feature and now wants to measure the effectiveness and track lead conversation rates. Which three standard dashboards are available?

Choose 3 answers

- A. Conversion Rate by Lead Source
- B. Average Lead Score by Lead Source
- C. Conversion Rate by Lead Score
- D. Lead Scores by Created Date
- **E. Lead score Distribution**

Answer: E

NEW QUESTION # 174

What is a benefit of standardizing Opportunity Naming?

Answer:

Explanation:

It will assist in improving data quality.

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[illegible]

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