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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q79-Q84):

### NEW QUESTION # 79

The project at Universal Containers is almost finished and now it is time to test the changes and updates that have been made before go-live.

Partial and Full sandboxes are unavailable.

Where should the consultant recommend testing be conducted?

- A. Create a new Developer sandbox and populate it with data.
- B. Create test accounts and opportunities in a new Trailhead Playground org.
- C. Create a new Developer Edition org and populate it with data.

**Answer: A**

Explanation:

When Full or Partial sandboxes are unavailable, creating a new Developer sandbox and populating it with data is the best option for testing. Here's why:

**Sandbox Environment:** Developer sandboxes allow for configuration and testing of customizations in an isolated environment.

Although they do not contain data by default, data can be manually loaded for testing purposes.

**Controlled Testing:** Using a Developer sandbox ensures that configurations can be tested without impacting production, allowing the team to validate changes before go-live.

**Salesforce Best Practices:** Salesforce recommends using Developer sandboxes for configuration and testing when Full or Partial sandboxes are not available, as they still provide a controlled environment.

Reference:

In summary, creating a new Developer sandbox and populating it with data (Option C) is the best way to conduct testing when other sandbox types are unavailable.

#### NEW QUESTION # 80

Cloud Kicks needs to implement a group of Campaigns that are related to a specific marketing initiative to report on success. What should a consultant recommend to meet the requirement?

- A. Create a custom Campaign Group object.
- B. Use the existing Parent Campaign field.
- C. Create a custom Campaign Purpose field.
- D. Use a Marketing dashboard from the AppExchange.

**Answer: C**

#### NEW QUESTION # 81

The Cloud Kicks sales team can create leads for both business and individual customers. Person Accounts have been enabled in its Salesforce org.

Which action should be taken to convert a lead into a Person Account?

- A. Enable Contacts to Multiple Accounts.
- B. Populate the Company field with 'Person.'
- C. Create an Individual Lead Record Type.
- D. Leave the Company field blank.

**Answer: D**

#### NEW QUESTION # 82

Cloud Kicks (CK) has a private Opportunity sharing model and leverages Opportunity teams to extend sharing. Occasionally, a team member's access needs to be removed due to changes in sales structure.

How can CK revoke Opportunity team access on an ad-hoc basis?

- A. REVISE
- B. REVISEC. Remove the user's Opportunity team member.
- C. Remove the Opportunity team related list from page layouts.

**Answer: C**

Explanation:

This is how CK can revoke Opportunity team access on an ad-hoc basis. Opportunity teams are groups of users who work

together on an opportunity and share access to it. Users can add or remove team members as needed, and specify different levels of access for each team member. By removing a user's Opportunity team member, CK can revoke their access to the opportunity without affecting other team members or changing the sharing model. Verified Reference: [Opportunity Teams]

### NEW QUESTION # 83

At Universal Containers, in addition to the sales team, support reps are sometimes eligible for commissions. When support reps are involved in a deal, they should receive a credit of 15% of the revenue.

What should the consultant consider when designing a revenue sharing solution?

- A. Revenue splits are required in order to use overlay splits.
- **B. Revenue splits allocated on an Opportunity can total any percentage.**
- C. Overlay splits Allocated on art Opportunity can total any percentage.
- D. Overlay splits can be assigned to any user with the appropriate profile.

**Answer: B**

### NEW QUESTION # 84

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