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CERTIFIED SALES FOUNDATIONS (SALES-101) EXAM PRACTICE QUESTIONS

Q2

Why is it important for a sales representative to follow their company's sales methodology?

- A** Creates consistent vision across sellers
- B** Understands different approaches for achieving the same goal
- C** Develops a better pipeline for growth

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Salesforce Certified Experience Cloud Consultant Sample Questions (Q13-Q18):

NEW QUESTION # 13

Cloud Kicks (CK) is launching a new public marketing site. The company expects a large volume of traffic and wants to ensure its site performs well. CK also wants repeat visitors to have the fastest browsing experience possible. What should CK do to get the best performing site?

- A. Disable Visualforce to make all pages switch to Lightning.
- **B. Enable and configure the Content Delivery Network so that public content is cached.**
- C. Schedule Apex jobs to push content to users' browser caches.
- D. Use Next Best Action to predict what content to serve to the user's browser.

Answer: B

Explanation:

The Content Delivery Network (CDN) is a feature that improves the performance of public sites by caching static content, such as images, CSS files, and JavaScript files, on servers that are closer to the site visitors. This reduces the load on the Salesforce servers and speeds up the page loading time. CK can enable and configure the CDN from Experience Builder settings.

NEW QUESTION # 14

A consultant is in the process of designing the sharing and visibility model for Cloud (CK) new hiking site built on Experience Cloud. The consultant knows that CK plans to use the Customer Community License type. What limitations should the consultant consider related to sharing and visibility for this license type?

- A. All site users have the appropriate role assigned.
- B. All site users that require access to all records across all objects have the proper Sharing Set.
- C. Any site users that require access to specific records have the proper Sharing Rule.
- **D. All site users that require access to certain records for certain objects have the proper Sharing set.**

Answer: D

Explanation:

The limitation that the consultant should consider related to sharing and visibility for the Customer Community license type is A. The Customer Community license type is a license type that allows external users to access your Experience Cloud site through a customer account. Customer Community users have limited access and visibility to data in your Salesforce org, and they cannot use roles or sharing rules to share records. To share records with Customer Community users, you need to use Sharing Sets, which are features that allow you to share records based on common account or contact fields.

NEW QUESTION # 15

Universal Containers' (UC) Salesforce org uses SAML 550 with a third-party identity provider for internal user authentication. UC now wants to extend this capability for Experience Cloud site users as well. What should the UC administrator ensure in order to successfully implement SAML 550 for the Experience Cloud site?

- A. Register the Experience Cloud site as an Identity Provider in SAML settings.
- **B. Use the site login URL as an endpoint where SAML assertion is made.**
- C. Create a Connected App with custom attributes before configuring SAML settings.
- D. Create a Visualforce page that receives and validates the SAML assertion.

Answer: B

Explanation:

To implement SAML 550 for the Experience Cloud site, the UC administrator should use the site login URL as an endpoint where SAML assertion is made. SAML 550 is a protocol that allows users to authenticate with a third-party identity provider and access Salesforce resources without entering their Salesforce credentials.

The site login URL is the URL that users use to access the Experience Cloud site. By using the site login URL as an endpoint, the UC administrator can configure SAML settings to redirect users to the identity provider for authentication and then back to the Experience Cloud site.

NEW QUESTION # 16

Partners at Universal Containers (UC) have given feedback that it takes too long for administrators to create new users or reset passwords for partner employees.

What should be done to help UC with user management?

- **A. Create a new user form that automatically triggers a process to create a user.**
- B. Delegate external user administration.
- C. Implement a limit on new users and password resets.
- D. Recommend partners share user credentials.

Answer: A

Explanation:

To help UC with user management, UC should delegate external user administration to its partners. This will allow UC to grant permission to its partners to create new users or reset passwords for partner employees without involving UC's administrators. UC can use Delegated External User Administration, which is a feature that allows UC to assign specific users as delegated administrators who can manage external users in their own accounts.

NEW QUESTION # 17

Ursa Major Solar (UMS) has seen exponential growth in recent years. The Incoming call volume to the support center has gone up exponentially as well, and is now reaching unmanageable levels.

What should UMS consider to help the situation?

- A. Create virtual support agents using Chat Bot template.
- B. Create a peer-to-peer forum using Self Service template.
- **C. Create a self service community using Customer Service template.**
- D. Create a smart queue router using Service Cloud template.

Answer: C

Explanation:

This option allows UMS to reduce the call volume by providing customers with self-service options, such as knowledge articles, FAQs, case management, chat, and feedback. The Customer Service template is designed for this purpose and offers a responsive and customizable layout.

NEW QUESTION # 18

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