

# Sales-Cloud-Consultant Exam Questions & Sales-Cloud-Consultant Pdf Training & Sales-Cloud-Consultant Latest Vce



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The Sales-Cloud-Consultant exam consists of 60 multiple-choice questions and has a time limit of 105 minutes. Sales-Cloud-Consultant exam covers a wide range of topics, including sales cloud functionality, sales and marketing automation, sales forecasting, lead management, and account and opportunity management. To pass the exam, candidates must score at least 62% on the exam. By passing the Sales-Cloud-Consultant exam, professionals can demonstrate their ability to implement and configure Salesforce Sales Cloud to meet the specific needs of their organization.

The Sales Cloud Consultant exam is a rigorous, two-hour test that consists of 60 multiple-choice questions. Sales-Cloud-Consultant Exam covers a range of topics, including sales process design, implementation of Sales Cloud solutions, data management and security, and collaboration and communication.

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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q47-Q52):

#### NEW QUESTION # 47

Forecast Category "Pipeline" can be summarized as:

- A. Commit + Best Case + Pipeline
- B. Closed + Commit
- C. Closed
- D. Closed + Commit + Best Case

**Answer: A**

**NEW QUESTION # 48**

Due to internet unavailability at Cloud Kicks, the sales team is not able to utilize the Salesforce Mobile app feature to view, create, or update Opportunities.

Which two steps should the Consultant take to resolve the issue?

Choose 2 answers

- A. From the Setup menu, enable the system permission "Store offline data."
- B. Create a permission set with the system permission "Store offline data" and assign the permission set to the sales team U user(s).
- C. From the Setup menu, go to Salesforce offline and select "Enable caching in Salesforce for Android and iOS."
- D. Raise a case with Salesforce support to enable the offline version of the Mobile app and update the app to use the offline capabilities.
- E. From the Setup menu, go to Salesforce offline and select "Enable offline create, edit, and delete in Salesforce for Android and IOS."

**Answer: C,E**

**NEW QUESTION # 49**

Which of these steps should take place before setting a List Price for a Product? (Select all that apply)

- A. Create the Product
- B. Update all items in the Standard Price Book
- C. Define the Product's Standard Price
- D. Specify a Quantity or Revenue Schedule
- E. Update all items in the Custom Price Book

**Answer: A,C**

**NEW QUESTION # 50**

The sales management at Universal Containers is reviewing the quality of leads generated from marketing campaigns.

What information is available to assist with this type of analysis?

Choose 2 answers:

- A. Percentage of leads that could not be contacted due to bad data
- B. Percentage of leads converted to opportunities
- C. Average number of activities required to convert leads to opportunities
- D. Average amount of time required to convert leads to opportunities

**Answer: A,C**

**NEW QUESTION # 51**

Your company sells large mainframes that are delivered in one delivery but are paid for with several regular installments. What type of schedule should you set up?

- A. Default Revenue and Quantity Schedule
- B. Default Revenue Schedule
- C. Don't create any default schedule
- D. Default Quantity Schedule

**Answer: B**

**NEW QUESTION # 52**

