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Salesforce Certified Sales Cloud Consultant Sample Questions (Q94-Q99):

NEW QUESTION # 94

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console. What should a consultant recommend to analyze adoption?

- **A. Open the Lightning Usage App.**
- B. Run the Salesforce Optimizer.
- C. Create a custom report.

Answer: A

Explanation:

The Lightning Usage App in Salesforce provides detailed insights into how users are engaging with the Lightning Experience, including specific apps like the Lightning Sales Console. It includes metrics on login frequency, page views, and device usage, which can help admins and consultants analyze user adoption and engagement effectively.

According to Salesforce documentation, the Lightning Usage App is the recommended tool for understanding how end users are interacting with Lightning Experience and other Salesforce apps. This app presents adoption data in a user-friendly interface, helping to identify trends, such as which users are frequently logging in, and which users may need additional support or training.

While tools like Salesforce Optimizer can provide insights into overall system health and recommendations for improvements, it is not specifically tailored for tracking usage metrics. Similarly, a custom report could be created, but it would require more effort and customization to replicate the comprehensive adoption data that the Lightning Usage App provides out of the box.

Salesforce Documentation References:

* Lightning Usage App Overview

* Salesforce Optimizer

NEW QUESTION # 95

A consultant has conducted discovery sessions with Cloud Kicks stakeholders and is ready to begin gathering use cases for deal processes.

Which group should provide content for the use cases?

- **A. Business development team**
- B. Finance team
- C. Leadership team

Answer: A

Explanation:

The business development team is typically involved directly with deal processes, as they are responsible for prospecting and managing new business opportunities. They have first-hand insights into the workflows, challenges, and interactions that are part of the sales process. Gathering use cases from the business development team ensures that the implemented solution will address the actual needs and scenarios encountered during sales activities.

According to Salesforce's best practices, involving the business development team helps align the solution with real-world practices and provides actionable insights to build effective deal processes.

NEW QUESTION # 96

The VP of sales at Cloud Kicks wants to provide options to sales reps for changing account or contract details for a created order. Which condition should the consultant consider to meet this requirement?

- **A. The order associated with the account is in draft status.**
- B. The order must be associated with an active contract.
- C. The currency associated with the order can be different from the contract.

Answer: A

Explanation:

In Salesforce, orders must be in "Draft" status to allow any changes to account or contract details. Once an order is activated, editing options for associated account or contract information become restricted. If the order is still in draft status, sales reps have the flexibility to update these details as needed.

An active contract or different currency on an order does not inherently restrict the ability to edit account or contract details as long as the order is in draft status. Once the order is activated, however, modifications to account and contract information are limited.

Salesforce Documentation References:

- * Manage Orders and Order Statuses
- * Order Management Guidelines

NEW QUESTION # 97

A consultant is meeting with a new client to design a rollout strategy for its Sales Cloud implementation.

What should the consultant do during the planning stage to ensure a successful implementation?

- A. Design a prototype of the suggested solution.
- B. Identify which Salesforce features and functions to use.
- **C. Define goals, metrics, project schedule, and sales processes.**

Answer: C

Explanation:

During the planning stage of a Sales Cloud implementation, defining goals, metrics, project schedules, and sales processes is critical for a successful rollout. This foundational step ensures that the implementation aligns with the client's business objectives and provides clear criteria for measuring success. Salesforce recommends that implementation planning includes establishing a timeline, setting achievable goals, and documenting existing and desired sales processes. These elements form the basis for effective project management and help in aligning the solution with the client's business needs.

Identifying Salesforce features and designing a prototype are valuable steps, but they typically occur after establishing clear goals and requirements. Proper planning sets the stage for these subsequent tasks.

Salesforce Documentation References:

- * Salesforce Implementation Best Practices
- * Sales Cloud Planning Guide

NEW QUESTION # 98

Cloud Kicks has 300,000 account records and 16 million invoices in a custom object with a master-detail relationship to the Account. End users have stated that each account record takes a long time to display.

What should the consultant do to reduce the amount of time it takes to load pages and increase adoption?

- A. Enable indexing on all visible fields on the Invoice related list and create a training plan for the users.
- **B. Move the invoice related list to a separate tab on the record page and communicate the change to users.**
- C. Convert the Invoice master-detail into a lookup relationship and tell the users it is a required field.

Answer: B

Explanation:

With Cloud Kicks having a large number of Account records and a substantial volume of Invoice records linked via a master-detail relationship, page load performance can be affected when a large related list is displayed. Moving the Invoice related list to a separate tab on the Account record page can help alleviate this issue by reducing the initial data load required when viewing the Account record.

* Optimizing Page Layouts for Performance: By placing the related list on a separate tab, Salesforce loads the tab's contents only when accessed, rather than at the initial page load. This can significantly improve page performance, especially with large data volumes.

* User Experience and Adoption: Communicating this change ensures that users understand where to find the Invoice information while benefiting from faster page load times.

Option A (converting to a lookup relationship) could alter the data model and existing functionality, and Option C (indexing) may not address initial page load performance directly. Salesforce recommends using custom page layouts and tabs to manage large related lists as part of performance optimization best practices, detailed in Salesforce Large Data Volume Considerations.

NEW QUESTION # 99

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