

# Pass4Leader Salesforce Sales-Cloud-Consultant Practice Exam material



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We hold on to inflexible will power to offer help both providing the high-rank Sales-Cloud-Consultant exam guide as well as considerate after-seals services. With our Sales-Cloud-Consultant study tools' help, passing the exam will be a matter of course. It is our abiding belief to support your preparation of the Sales-Cloud-Consultant study tools with enthusiastic attitude towards our jobs. And all efforts are paid off. The passing rate of exam candidates who chose our Sales-Cloud-Consultant Exam Torrent is over 98 percent. All the knowledge is based on the real exam without the chance of failure. So we are never shirking duties and are totally trust-able. So please have a look of our Sales-Cloud-Consultant exam torrent' traits and keep faithful to our Sales-Cloud-Consultant exam guide.

Salesforce Sales-Cloud-Consultant exam covers a wide range of topics, including sales process design, sales forecasting, opportunity management, sales team management, and sales performance measurement. Sales-Cloud-Consultant exam tests the candidate's knowledge of Sales Cloud functionality, best practices, and implementation approaches. Sales-Cloud-Consultant exam also evaluates the candidate's skills in configuring Sales Cloud features, such as lead and opportunity management, account and contact management, and collaboration and automation.

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.

>> Sales-Cloud-Consultant Reliable Test Topics <<

## Pdf Sales-Cloud-Consultant Files - Practice Sales-Cloud-Consultant Engine

The clients can use the shortest time to prepare the exam and the learning only costs 20-30 hours. The questions and answers of our Sales-Cloud-Consultant Exam Questions are refined and have simplified the most important information so as to let the clients use little time to learn. The client only need to spare 1-2 hours to learn our Salesforce Certified Sales Cloud Consultant study question each day or learn them in the weekends. Commonly speaking, people like the in-service staff or the students are busy and don't have enough time to prepare the exam. Learning our Salesforce Certified Sales Cloud Consultant test practice dump can help them save the time and focus their attentions on their major things.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q129-Q134):

### NEW QUESTION # 129

Universal Containers needs to have opportunity discounts approved by the senior management team. The appropriate approver is dynamically determined based on the requestor's region and the opportunity's account type. Which solution should be recommended to support these requirements?

- A. Use Apex to populate a user lookup field for the approval process based on an approval matrix.
- B. Create a workflow approval task as the first step in the approval process to assign the approver.
- C. Allow the requestor to select the appropriate approver prior to submitting the record for approval.
- D. Automatically populate the delegated approver based on the requestors region and opportunity account type.

**Answer: A**

#### **NEW QUESTION # 130**

A premier customer for Universal Software needs access to confidential product roadmap information. To securely send this information using content delivery, what step should a sales representative take? Choose 2 answers

- A. Require the customer to enter a security token to download the content.
- B. Require the recipient to log into Salesforce to access the content.
- C. **Require the customer to enter a password to view the content.**
- D. Remove access to the content after a specified date.

**Answer: C,D**

#### **NEW QUESTION # 131**

The members of an opportunity team at Northern Trail Outfitters (NTO) are working together to close an opportunity. The sales engineer on the team is having trouble keeping up with most current quote. How can the sales engineer identify the opportunities latest quote?

- A. Follow the opportunity's quotes in chatter.
- B. Reference the synced quote history on the opportunity
- C. **Reference the synced quote field on the opportunity record**
- D. Reference the last modified date on the quotes

**Answer: C**

#### **NEW QUESTION # 132**

Universal Container generates the sales proposal for each opportunity and needs to share it with the customer. All members of the sales team are able to update and comment on the proposal. It is important that customer does not see the earlier version of the proposal or the team comments. Which solution should a consultant recommend to meet this requirement?

- A. Save the proposal as an attachment on the opportunity record and share with customer using with the U link.
- B. Save the proposal as chatter file on opportunity record and add the customer as follower.
- C. Upload the proposal in the private chatter group accessible to the sales team and invite the customer to '-' join.
- D. **Upload proposal as Chatter file on the opportunity record and share with customer using a link.**

**Answer: D**

#### **NEW QUESTION # 133**

The Cloud Kicks Sales Support team manually enters leads into Salesforce throughout the week. It was discovered that many of the leads already exist as Contacts in the system based on matching email address. This has resulted in high volume of unconverted leads. Which solution should be used to identify and block future duplicates from being created?

- A. Build a report that groups leads by email address to identify and merge duplicates
- B. Use Data Loader to import the leads each week instead of entering leads individually.
- C. **Activate the Standard Lead Duplicate Rule that matches on both Lead and Contact.**
- D. Create a process builder and flow that emails the user of a potential duplicate Contact when a Lead is created.

**Answer: C**

## NEW QUESTION # 134

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