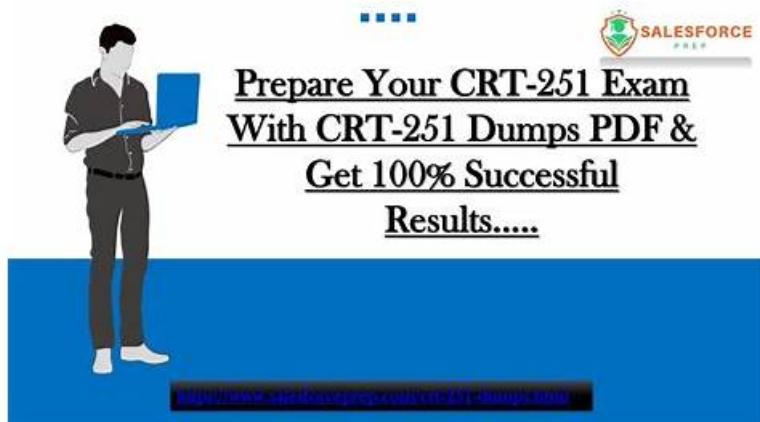


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q123-Q128):

NEW QUESTION # 123

Cloud Kicks (CK) uses a sales model where pre-defined groups of reps work collaboratively on Accounts. Each group is also responsible for specific Accounts. CK has organization-wide default access set to Public Read/Write for Accounts. CK discovered this caused issues with data quality where reps edited Accounts outside their scope of responsibility. CK wants to allow reps to view any Account but restrict editing to only reps who are responsible for those specific Accounts.

Which two steps should a consultant recommend allowing reps to continue to collaborate while eliminating incorrect edits?
Choose 2 answers

- A. Enable Account Teams to allow opines to grant Read/Write access.
- B. Change Account organization-wide defaults to Private.
- C. Change Account organization-wide defaults to Public/Read-Only.
- D. Create an Account sharing rule to grant Read/Write access to all Accounts

Answer: A,C

NEW QUESTION # 124

The Cloud Kicks IT team has noticed that there are many duplicate Person Accounts and wants to merge them. What should the consultant explain to the team about merging Person Accounts?

- A. They can be merged with any type of Account.
- B. They can be merged with contact records.
- C. They can be merged with other Person Accounts.

Answer: C

NEW QUESTION # 125

Cloud Kicks has recently rolled out Lightning Experience and uses an ERP system as its system of record for customers. When a new Account has its first closed/won opportunity, the ERP system should immediately update with information from the account, contact, and opportunity records related to the Account to record a new customer.

Which option should the consultant recommend to meet the requirement?

- A. Configure Outbound message to publish the opportunity wins and update the ERP with opportunity, account, and contact information from Salesforce.
- B. Use enterprise ETL tools to extract closed/won opportunities from Salesforce and update the ERP with opportunity, account, and contact information from Salesforce.
- C. Identify AppExchange products that can be deployed to update the ERP with opportunity, account, and contact information from Salesforce.
- D. Implement Platform Events to publish opportunity wins to the ESB, which will call back for account, contact, and opportunity information and automatically update the ERP accordingly.

Answer: A

NEW QUESTION # 126

Sales management at Northern Trail Outfitters (NTO) would like to track the following information: * Number of open opportunities in the current quarter by sales representative * Number of closed opportunities in the last quarter by sales representatives. What should a consultant recommend to meet these requirements?

- A. Create a joined report
- B. Create an analytic snapshot
- C. Create a summary report with cross filters
- D. Create a dynamic dashboard

Answer: D

NEW QUESTION # 127

Cloud Kicks wants to know how many closed won Opportunities a Campaign has generated over the last 30 days. Which two steps should the consultant take to meet this requirement using standard functionality?

Choose 2 answers

- A. Add criteria to the auto-association settings to limit the matches to the past 30 days.
- B. Ask the admin to enable Customizable Campaign Influence.
- C. Add child Campaigns of the primary Campaign source automatically.
- D. Define rules for Campaigns to add Opportunities and then lock after 30 days.

Answer: A,B

Explanation:

Explanation

These are two steps that the consultant should take to meet the requirement of tracking closed won opportunities generated by a

campaign over the last 30 days using standard functionality. Customizable Campaign Influence is a feature that allows users to measure and report on how campaigns influence opportunities throughout the sales cycle. Users can define different influence models, such as first touch, last touch, or custom rules, and assign percentages or amounts of credit to each campaign that influenced an opportunity. Auto-association settings are options that determine how campaigns are automatically associated with opportunities based on criteria such as contact roles, time frames, or record types. By adding criteria to limit the matches to the past 30 days, CK can ensure that only recent campaigns are associated with opportunities. By enabling Customizable Campaign Influence, CK can use reports and dashboards to analyze how many closed won opportunities a campaign has generated based on different influence models. Verified References: [Customizable Campaign Influence]; [Auto-Association Settings for Customizable Campaign Influence]

NEW QUESTION # 128

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