

Sales-Cloud-Consultant New Real Exam - Sales-Cloud-Consultant Latest Test Format



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q92-Q97):

NEW QUESTION # 92

Cloud Kicks wants to enable representatives to view the individual team member's split percentage, where the split percentage is less than 100% of the revenue amount.

Which attribution method should the consultant recommend?

- A. Opportunity Percent field
- B. Opportunity Overlay Split
- C. Opportunity Currency field
- **D. Opportunity Revenue Split**

Answer: D

Explanation:

This answer will allow CK to enable representatives to view the individual team member's split percentage, where the split percentage is less than 100% of the revenue amount. An opportunity revenue split is a type of opportunity split that allows reps to divide the revenue amount among opportunity team members based on their contribution or role in the sales process. Official

References: [Opportunity Splits]

NEW QUESTION # 93

When emails sync by Einstein Activity Capture, how are the emails matched to Sales Cloud records?

- **A. Matching is based on the standard Email field.**
- B. Matching is based on Full Name and standard Email field.
- C. Matching is based on any Email field.

Answer: A

Explanation:

When emails sync by Einstein Activity Capture, the matching to Sales Cloud records is based on the standard Email field. Einstein Activity Capture automatically associates emails and events with the correct Salesforce records by looking at the email addresses of the recipients. The standard Email field on Contact, Lead, and User objects is used to make these associations, ensuring that activities are accurately reflected in the related records.

NEW QUESTION # 94

CORRECT TEXT

What type of chart shows proportions of individual groups and displays numerical total?

Answer:

Explanation:

A

donut chart.

NEW QUESTION # 95

Universal Containers is designing a contact center that will store 20 million cases. Of those, 5 million will need to be accessed for reporting and search. Which approach will ensure best system performance? Choose 3 answers:

- **A. Division**
- B. Record types
- **C. Custom indexes**
- D. Custom search
- **E. Tiered data strategy**

Answer: A,C,E

NEW QUESTION # 96

Cloud Kicks uses Chatter to collaborate corporate-wide. Sales representatives are getting too many items showing on their feed, so it's hard to sort through to find items that are high priority or need the sales representative's immediate attention. Which solution should the Consultant recommend?

- **A. Create Chatter Streams**
- B. Increase Chatter Feeds bookmark limit
- C. Increase the Chatter follower limit
- D. Create a Chatter Feed page layout
- E. Create Chatter topics

Answer: A

NEW QUESTION # 97

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The second example outlined in this chapter, regarding weight, Sales-Cloud-Consultant height, and age, discussed the development of an equation to predict weight using a sample in which weight was known.

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