

Pass Sales-Cloud-Consultant Guarantee - Valid Sales-Cloud-Consultant Exam Guide



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q12-Q17):

NEW QUESTION # 12

Cloud Kicks wants to utilize Opportunities to report and track subscriptions to its "Shoe of the Month" club. Subscribers can pay in full (all at one time), weekly, monthly, or quarterly. Which solution should the Consultant recommend to meet Cloud Kicks' need?

- A. Enable schedules on the Opportunity object.
- B. Configure the use of assets with a lookup to the Opportunity object.
- **C. Enable schedules on the Product object.**
- D. Configure the use of contracts with a lookup to the Opportunity object.

Answer: C

NEW QUESTION # 13

On larger opportunity, multiple sale, representative at Universal Container, collaborate on a single Opportunity to complete the sale. Revenue for the Opportunity divided among sales representatives. Additionally, technical sale, managers receive a percentage of the sales credit.

How should the consultant meet this business requirement?

- A. Create a formula field on the Opportunity to track revenue attributed to technical sales managers.
- B. Use adjustments In Collaborative Forecasting to track the appropriate revenue for each Opportunity.
- C. **Enable Opportunity splits, enable revenue splits for sales representatives, and overly splits for technical sales managers.**
- D. Enable Opportunity Teams and ask opportunity owners to add a sales team

Answer: C

NEW QUESTION # 14

Universal Containers has recently set up an email-to-case channel for customer to submit cases. However, they are having trouble tracking and relating email responses to the related Salesforce case. What should a Consultant recommend to address this issue?

- A. Assign a user to manually manage incoming email
- B. Use Omni-Channel to automatically route inbound email
- C. **Insert a reference Thread ID in the email subject template**
- D. Convert to an On-Demand Email-to-Case setup

Answer: C

NEW QUESTION # 15

Cloud Kicks wants to implement a methodology to determine which current Leads have the most in common with Leads that have successfully been converted in the past. How can Cloud Kicks support this requirement?

- A. Create a Joined report.
- B. Use Lead Conversation Reporting.
- C. Create a lead Rollup Summary Field.
- D. **Use Einstein Lead Scoring.**

Answer: D

NEW QUESTION # 16

What should you keep in mind when designing a solution to improve Sales Rep productivity? (Select all that apply)

- A. Including App Exchange mash-ups may slow down Sales Reps
- B. Links may be confusing; use them sparingly
- C. **Finding information should only be a few clicks away**
- D. **Information should be entered only once**

Answer: C,D

NEW QUESTION # 17

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