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Salesforce Certified Sales Cloud Consultant Sample Questions (Q83-Q88):

NEW QUESTION # 83

Universal Containers wants to record information about the conferences it holds and people who attended them. An attendee could potentially attend multiple conferences. The Company would like to display this information on the contact layout using the standard configuration. How the system should be designed to meet the company's requirement.

- A. Utilize campaigns for conference and a custom object to record attendee information
- **B. Utilize campaigns for conferences and add Campaign member to record attendee information**
- C. Create a custom object for conference and a custom lookup field to conference on Contact
- D. Create a custom object for conferences and a custom object to record attendee information

Answer: B

NEW QUESTION # 84

Cloud Kicks has recently set up Sales Cloud and wants to measure the health of an account by comparing the amount of emails that are exchanged in a month.

What should the consultant recommend?

- A. Activity Report
- B. Salesforce Inbox
- C. Einstein Activity Capture

Answer: C

Explanation:

To track and measure the health of an account by monitoring email exchanges, Einstein Activity Capture is the recommended tool. It automatically logs emails and meetings from a rep's email and calendar directly into Salesforce, providing insights into customer engagement without manual data entry.

* Automatic Data Capture: Einstein Activity Capture captures email interactions in real-time, providing an accurate and ongoing measure of account activity levels.

* Insights into Account Health: By analyzing the volume of interactions captured each month, Cloud Kicks can assess engagement levels and proactively manage account relationships.

Option A (Salesforce Inbox) enhances email productivity but does not provide automated data capture for analysis, and Option B (Activity Report) requires manual logging of data for it to be effective. For more on Einstein Activity Capture, see Salesforce Einstein Activity Capture documentation.

NEW QUESTION # 85

Which of these steps should take place before setting a List Price for a Product? (Select all that apply)

- A. Create the Product
- B. Specify a Quantity or Revenue Schedule
- C. Update all items in the Standard Price Book
- D. Define the Product's Standard Price
- E. Update all items in the Custom Price Book

Answer: A,D

NEW QUESTION # 86

Resellers for Universal Containers need access to reports in the partner communities to help manage their opportunities. How should Salesforce be configured to give resellers the correct level of access to reports?

- A. Create a new tab in the partner communities to display the appropriate list views and report folders.
- B. Create appropriate list views and report folders, and share with all partner users.
- C. Create a Chatter group that allows partners to post links to appropriate list views and reports.
- D. Create the appropriate list views and report folders in the partner communities for all partner users.

Answer: A

NEW QUESTION # 87

Cloud Kicks (CK) has a private Opportunity sharing model and leverages Opportunity teams to extend sharing. Occasionally, a team member's access needs to be removed due to changes in sales structure.

How can CK revoke Opportunity team access on an ad-hoc basis?

- A. REVISEC. Remove the user's Opportunity team member.
- B. REVISE
- C. Remove the Opportunity team related list from page layouts.

Answer: C

Explanation:

This is how CK can revoke Opportunity team access on an ad-hoc basis. Opportunity teams are groups of users who work together on an opportunity and share access to it. Users can add or remove team members as needed, and specify different levels of access for each team member. By removing a user's Opportunity team member, CK can revoke their access to the opportunity without affecting other team members or changing the sharing model. Verified Reference: [Opportunity Teams]

NEW QUESTION # 88

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