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Salesforce OmniStudio-Consultant

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Salesforce Sales-Cloud-Consultant certification is a valuable credential for professionals who work with the Sales Cloud. Salesforce Certified Sales Cloud Consultant certification demonstrates that the candidate has the knowledge and skills to design, implement, and manage the Sales Cloud for their organization. Salesforce Certified Sales Cloud Consultant certification is recognized by employers and can help professionals advance their careers in sales and CRM.

Salesforce Sales-Cloud-Consultant is a certification exam that is designed for professionals who want to validate their skills and knowledge in Salesforce Sales Cloud. Sales-Cloud-Consultant Exam is intended for individuals who are responsible for implementing, configuring, and managing the Salesforce Sales Cloud solution in their organization. The Salesforce Certified Sales Cloud Consultant certification is ideal for sales professionals, consultants, and administrators who want to demonstrate their expertise in Sales Cloud.

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Salesforce Sales-Cloud-Consultant Certification is one of the most recognized and sought-after Salesforce credentials in the market today. Salesforce Certified Sales Cloud Consultant certification is designed for professionals who want to validate their skills and knowledge in Salesforce Sales Cloud implementation and configuration. It is a must-have certification for individuals who aspire to become Salesforce Sales Cloud consultants.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q46-Q51):

#### NEW QUESTION # 46

Cloud Kicks (CK) has organization-wide defaults set to Public Read-Only for Opportunity. One of the Account Team roles at CK is Executive Sponsor. Account Team members with the Executive Sponsor role need Read/Write access to all child Opportunities. How should the consultant meet the requirement?

- A. Create a flow to grant Read/Write access to Opportunities.
- **B. Create an Opportunity sharing rule to grant Read/Write access to Opportunities.**
- C. Create an Account sharing rule to grant Read/Write access to Opportunities.

**Answer: B**

Explanation:

In Salesforce, organization-wide defaults (OWD) for the Opportunity object can be set to Public Read Only, meaning all users can view Opportunities, but only the record owner and users above them in the role hierarchy have edit access. When OWD is set to Public Read Only, additional access can be granted using sharing rules.

For Cloud Kicks, the Account Team role of Executive Sponsor requires Read/Write access to Opportunities associated with the Accounts they sponsor. Since the OWD is set to Public Read Only, the most effective method to grant this access is through an Opportunity sharing rule. Sharing rules in Salesforce are specifically designed to extend access to users in roles, groups, or territories without altering the OWD settings. By creating an Opportunity sharing rule, Cloud Kicks can ensure that all Account Team members with the Executive Sponsor role gain Read/Write access to related Opportunities, regardless of ownership.

An Account sharing rule would not work in this scenario because sharing rules for Accounts do not automatically extend to related Opportunities when OWD for Opportunities is Public Read Only.

Additionally, creating a flow would not be as efficient or straightforward as using a sharing rule, which is Salesforce's recommended approach for managing access based on roles and relationships like Account Team roles

#### NEW QUESTION # 47

Universal Containers wants to maintain Service Level Agreements on its customer cases. Customers are provided different service levels based on their Services agreement. The VP of Customer Service wants to use Service Cloud to track and ensure senior management is alerted when cases have NOT completed certain stages.

Which Service Cloud feature should the Consultant recommend to address this requirement?

- A. Case Assignment
- B. Salesforce Console
- C. Case Escalation
- **D. Entitlements and Milestones**

**Answer: D**

#### NEW QUESTION # 48

Cloud Kicks just deployed Sales Cloud globally and wants to make sure that all of its users are using Salesforce. How should the consultant determine if all regions are using Salesforce?

- A. Create an Opportunity report per region, filtering by User.
- **B. Install Salesforce Adoption Dashboards from the AppExchange and use the region chart.**
- C. Ask each regional sales manager to run the standard User Adoption report.
- D. Assign all users to a region, build a report using user login history, and filter on region.

**Answer: B**

Explanation:

The Salesforce Adoption Dashboards provide visibility into how users are adopting and interacting with Salesforce. The region chart shows the number of logins, page views, and other metrics by region. This can help the consultant determine if all regions are using Salesforce effectively.

#### NEW QUESTION # 49

What are the factors that influence salesmetricsdrive KPI's and form key business challenges?

- A. Low productivity (sales rep)
- B. Ineffective selling
- **C. Weak pipeline**
- D. Poor predictability (forecast)

**Answer: C**

#### NEW QUESTION # 50

Universal Containers is moving their legacy Customer Relationship Management (CRM) system to salesforce sales cloud. What should the consultant recommend to ensure a successful implementation?

- **A. Review the current system with executive management to understand their requirement**
- B. Review the current system with IT management to understand their requirement
- C. Review the current system with and configure sales cloud to work in the same way
- D. Review the current system with all levels of users to understand their requirements

**Answer: A**

#### NEW QUESTION # 51

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