

# Practical Sales-Cloud-Consultant Question Dumps is Very Convenient for You - ActualTestsIT



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The ActualTestsIT is a leading platform that has been helping the Salesforce Sales-Cloud-Consultant exam aspirants for many years. Over this long time period, thousands of Salesforce Sales-Cloud-Consultant Exam candidates have passed their dream Sales-Cloud-Consultant certification exam and have become a member of Salesforce Sales-Cloud-Consultant certification exam community.

To become a Salesforce Certified Sales Cloud Consultant, candidates must have a solid understanding of the Sales Cloud platform, as well as a proven track record of implementing Sales Cloud solutions in real-world scenarios. Candidates must also pass the certification exam, which is designed to test their knowledge and understanding of the Sales Cloud platform. Sales-Cloud-Consultant Exam is a comprehensive test of the candidate's knowledge and understanding of the platform, and is designed to ensure that only the most qualified and knowledgeable individuals are able to achieve certification.

Salesforce Sales-Cloud-Consultant certification exam is designed for professionals who are seeking to validate their skills and knowledge in the area of sales cloud implementation. Salesforce Certified Sales Cloud Consultant certification exam is specifically designed for professionals who have experience in sales cloud consulting.

## The benefit in Obtaining the Sales-Cloud-Consultant Exam Certification

- After completing the Salesforce Certified Sales Cloud Consultant certification Candidate becomes a solid, well-rounded Salesforce Certified Sales Cloud Consultant.
- If the Candidate has the desire to move up to a higher-paying position in an organization. This certification will help as always.
- A candidate might have incredible IT skills. Employers that do the hiring need to make decisions based on limited information and as it always. When they view the official Salesforce Certified Sales Cloud Consultant certification, they can be guaranteed that a candidate has achieved a certain level of competence.
- When an organization hiring or promotion an employee, then the decision is made by human resources. Now while Candidate may have an IT background, they do their decisions in a way that takes into record many different factors. One thing is candidates have formal credentials, such as the Salesforce Certified Sales Cloud Consultant.

## Sales-Cloud-Consultant Exam Preview - Valid Sales-Cloud-Consultant Vce Dumps

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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q26-Q31):

#### NEW QUESTION # 26

Cloud Kicks wants to assign territories in bulk to Opportunities. What should the consultant do to meet the requirement?

- A. Run the filter-based Opportunity territory assignment.
- B. Schedule auto-assignment rules in the territory model.
- C. Update Opportunity sales team with territory assignments.

**Answer: A**

Explanation:

In Salesforce, territories can be assigned to Opportunities using the filter-based assignment process. This allows bulk assignment of territories based on specific criteria, which can be customized to match Opportunities to the most relevant territories. The filter-based assignment is an efficient approach when working with large volumes of Opportunities, as it automates the process based on predefined rules, ensuring consistency and accuracy.

Salesforce documentation on Territory Management details how the filter-based assignment tool is suitable for scenarios where bulk processing is required, as it can automatically apply the correct territory to Opportunities based on set filters.

#### NEW QUESTION # 27

A consulting firm has been retained to implement a new Service Cloud platform for a company. This company requires quick iterations and a speedy project completion. The company has requested frequent project updates for check-ins and refinement. Which methodology should the Consultant recommend to meet the given requirements?

- A. Agile
- B. Lightning Platform
- C. Waterfall
- D. Kanban

**Answer: A**

#### NEW QUESTION # 28

CORRECT TEXT

If you work with the same account team regularly, can you set up defaults to manage reusable settings?

**Answer:**

Explanation:

Yes

. You can set up a default account team. Your default account team will include the users that you normally work with on your accounts. You then have the option to automatically add your default account team to all of your accounts.

#### NEW QUESTION # 29

Cloud Kicks' sales representatives need help to remove obstacles when working on high-value sales deals. The sales management team wants to monitor and empower collaboration with cross-functional teams.

Which two solutions should a consultant recommend to meet these requirements? Choose 2 answers

- **A. Enable Big Deal Alerts**
- B. Allow global team selling on Accounts.
- C. Enable mobile alerts for Einstein Engagement.
- **D. Enable the Chatter feed on similar Opportunities.**
- E. Enable Chatter feed tracking on Opportunities.

**Answer: A,D**

#### NEW QUESTION # 30

An executive at Cloud Kicks (CK) has asked its admin to create a diagram to show the high-level process areas within the business. CK plans to use the diagram to show the context of a new area of the business within the overall business.

What should the admin create to meet this requirement?

- A. Capability Model
- B. Strengths, Weaknesses, Opportunities, Threats (SWOT) Diagram
- **C. Suppliers, Imports, Processes, Outputs, Customers (SIPOC) Diagram**
- D. Value Stream Map

**Answer: C**

Explanation:

A SIPOC diagram is a tool that can be used to show the high-level process areas within a business, as well as the inputs and outputs of each process, and the suppliers and customers involved. It can help provide an overview of how a business operates and how different processes relate to each other. A SWOT diagram is used to analyze the strengths, weaknesses, opportunities, and threats of a business or a project. A value stream map is used to show the flow of value from customer demand to product delivery, and identify waste and improvement opportunities along the way. A capability model is used to describe the capabilities of a business or an organization, and how they support its goals and objectives

#### NEW QUESTION # 31

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