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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q68-Q73):

#### NEW QUESTION # 68

Universal Containers wants to set up Einstein Activity Capture for Microsoft to allow automatic syncing of sales reps' Person Accounts with Microsoft contacts and vice versa.

Which consideration should the consultant be aware of?

- A. New Person Accounts should be created in Microsoft and synced to Salesforce.
- **B. Einstein Activity Capture is supported in the Salesforce Classic interface.**
- C. Lightning Sync works in conjunction with Einstein Activity Capture.
- D. New Person Accounts should be created in Salesforce and synced to Microsoft.

**Answer: B**

#### NEW QUESTION # 69

Northern Trail Outfitters (NTO) plans to integrate with Salesforce and track product shipments from each customer. The tracking information is currently available in a back-end system.

Which set of objects are important for this integration?

- A. Lead, opportunity, product, custom object-shipment status
- B. Opportunity, opportunity product, campaign, custom object-shipment status
- C. Lead, account, opportunity product, custom object-shipment status
- **D. Opportunity, opportunity product, custom object-shipment status**

**Answer: D**

#### NEW QUESTION # 70

Cloud Kicks has recently rolled out Lightning Experience and uses an ERP system as its system of record for customers. When a new Account has its first closed/won opportunity, the ERP system should immediately update with information from the account, contact, and opportunity records related to the Account to record a new customer.

Which option should the consultant recommend to meet the requirement?

- A. Identify AppExchange products that can be deployed to update the ERP with opportunity, account, and contact information from Salesforce.
- B. Use enterprise ETL tools to extract closed/won opportunities from Salesforce and update the ERP with opportunity, account, and contact information from Salesforce.
- C. Configure Outbound message to publish the opportunity wins and update the ERP with opportunity, account, and contact information from Salesforce.
- **D. Implement Platform Events to publish opportunity wins to the ESB, which will call back for account, contact, and opportunity information and automatically update the ERP accordingly.**

**Answer: D**

Explanation:

Implementing Platform Events to publish opportunity wins to the ESB, which will call back for account, contact, and opportunity information and automatically update the ERP accordingly is the best option to meet the requirement of updating the ERP system

with information from Salesforce when a new Account has its first closed/won opportunity. Platform Events are events that are published and consumed by applications inside or outside of Salesforce using an event-driven architecture. An ESB (Enterprise Service Bus) is a software component that connects different applications and systems using common standards and protocols. By implementing Platform Events to publish opportunity wins to the ESB, Cloud Kicks can trigger an event whenever an opportunity is closed/won for a new Account in Salesforce, and send it to the ESB. The ESB can then call back for account, contact, and opportunity information from Salesforce using APIs (Application Programming Interfaces), and automatically update the ERP system with this information accordingly. This way, Cloud Kicks can ensure data synchronization and accuracy between Salesforce and the ERP system without having to use third-party tools or manual processes.

#### NEW QUESTION # 71

Northern Trail Outfitters (NTO) finished implementing Sales Cloud for a mid-market sales team. Sales management wants to track data completeness.

Which common metric should the consultant recommend that NTO use to measure core Sales Cloud data?

- A. Record Count
- B. User Adoption
- C. Field Usage

**Answer: C**

#### NEW QUESTION # 72

Universal Containers uses a seven-step selling methodology. Each sales stage corresponds with a step in the methodology. The first stage is a preliminary qualification step, and opportunities in this stage should NOT contribute to the forecast. Which two actions should a consultant recommend to meet these requirements?

Choose two answers.

- A. Assign 0% probability to the first sales stage.
- B. Override the forecast to be 0\$ for first stage opportunities.
- C. Configure the first stage with the omitted forecast category.
- D. Instruct sales users to enter 0\$ for the opportunity amount.

**Answer: A,C**

#### NEW QUESTION # 73

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