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The three versions of our Sales-Cloud-Consultant training materials each have its own advantage, now I would like to introduce the advantage of the software version for your reference. On the one hand, the software version can simulate the real Sales-Cloud-Consultant examination for all of the users in windows operation system. On the other hand, if you choose to use the software version, you can download our Sales-Cloud-Consultant Exam Prep on more than one computer. We strongly believe that the software version of our study materials will be of great importance for you to prepare for the exam and all of the employees in our company wish you early success.

Salesforce Sales Cloud Consultant certification exam is a 105-minute exam that consists of 60 multiple-choice questions. Sales-Cloud-Consultant Exam is designed to test an individual's knowledge and skills in various areas such as sales process design, sales forecasting and pipeline management, sales team management, and data management. Salesforce Certified Sales Cloud Consultant certification is a great way for professionals to demonstrate their expertise in Salesforce Sales Cloud implementation and to differentiate themselves from other professionals in the Salesforce ecosystem. With this certification, professionals can demonstrate their ability to help organizations improve their sales processes and drive business growth.

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Sales-Cloud-Consultant Exam Reference

Salesforce Sales-Cloud-Consultant Certification is recognized globally as a valuable credential for sales professionals who work with the Salesforce platform. Salesforce Certified Sales Cloud Consultant certification can help individuals to stand out in a competitive job market by demonstrating their proficiency in using Salesforce to manage customer data, automate workflows, and drive business growth.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q70-Q75):

NEW QUESTION # 70

The sales managers at Universal Containers (UC) believe that many of the sales reps' deals that are being lost to competitors are getting less attention than deals that are won.

What should a consultant build so management can assess whether its belief is correct and monitor it going forward?

- A. Build a report on Opportunities and Activities.
- **B. Build a report on Leads and Activities.**
- C. Install an AppExchange app for tracking Lead conversion.
- D. Create formula fields on Opportunity and Activity.

Answer: B

NEW QUESTION # 71

Person accounts combine the functionality of accounts with the functionality of contacts. For example, you can:

Answer:

Explanation:

Use contact fields and related lists on person account detail and edit pages Associate person accounts with tasks and events using either the Name or Related To fields Send individual and mass emails to person accounts Invite person accounts to multi-person events Add person accounts to campaigns Convert leads into person accounts On cases, enter person accounts in the Account Name field, the Contact Name field, or both Add person accounts to the

NEW QUESTION # 72

The Cloud Kicks team has made a correction in a sandbox environment that needs to be deployed to production as soon as possible. The sandbox and production environments are on two different versions of Salesforce. The fix requires functionality in the sandbox version.

Which action should the consultant recommend?

- A. Deploy the changes from the sandbox to production once both environments are on the same version.
- B. Deploy changes from the sandbox to production this weekend.
- **C. Deploy from version control before the Salesforce Platform upgrade window.**
- D. Deploy the changes from the sandbox to production concurrently with the Salesforce Platform upgrade.

Answer: C

NEW QUESTION # 73

Universal Containers wants articles to be suggested to agents based on information they are typing into the case.

Which solution should a consultant recommend?

- **A. Implement a Salesforce Console for Service and enable the Knowledge sidebar on the case pagelayout.**
- B. Enable the Knowledge sidebar related list on the case page layout.
- C. Enable the Knowledge sidebar setting in the case support settings.
- D. Create a Visualforce page called Knowledge sidebar on the case page layout.

Answer: A

NEW QUESTION # 74

UC is deploying Salesforce for lead and opportunity Management. Several area of the application need to be customized using Apex & Visualforce in order to meet business requirements. Which steps can be taken to execute an effective test plan that will ensure high quality components? (2 answers)

- A. Delegate unit testing to application end users because they understand the requirements best
- **B. Create test conditions that cross-reference use cases from project documents**
- C. Rely on automated test script tools to ensure maximum test coverage
- **D. Write detailed test scripts that define specific conditions, actions, and expected results**

Answer: B,D

NEW QUESTION # 75

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