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Salesforce Certified Sales Cloud Consultant Sample Questions (Q114-Q119):

NEW QUESTION # 114

Cloud Kicks has organization-wide defaults set to Private for Account. With the rollout of Opportunity Teams, what should a consultant consider?

- A. Opportunity should be set to Public Read/Write first.
- B. Account should be set to Public Read first.
- C. The Opportunity will be implicitly Write for the team.
- D. The Opportunity's Account will be implicitly Read for the team.

Answer: D

Explanation:

The Opportunity's Account will be implicitly Read for the team is something that the consultant should consider when rolling out Opportunity Teams with Private Account organization-wide defaults. An Opportunity Team is a group of users who work together on an Opportunity, such as sales reps, sales engineers, managers, etc. Each Opportunity Team member has a role and a level of access to the Opportunity and its related records, such as Products, Quotes, Activities, etc. Organization-wide defaults are the

baseline level of access that users have to records they do not own or share. Private organization-wide defaults mean that only the record owner and users above them in the role hierarchy can view and edit the records. Implicit sharing is a type of sharing that grants additional access to records based on relationships between objects or users. Implicit Read means that users can view but not edit a record.

By rolling out Opportunity Teams with Private Account organization-wide defaults, the consultant should consider that the Opportunity Team members will have implicit Read access to the Opportunity's Account, meaning that they can view but not edit the Account record related to the Opportunity they are working on.

NEW QUESTION # 115

A sales rep at Cloud Kicks must have access to all child accounts of the accounts they own. The organization-wide default setting for Account Is Private.

What happens if a sales rep has access to a parent account?

- A. Access to child account records is controlled by default Account Teams.
- B. Access to child account records needs to be shared manually.
- C. Access to child account records is granted via the Account Hierarchy.

Answer: C

NEW QUESTION # 116

The sales management team at Northern Trail Outfitters (NTO) wants to analyze how the sales funnel is changing throughout the month. NTO wants to store the details of open opportunities weekly, and forecasts and closes business monthly.

What should be recommended?

- A. Create a reporting snapshot to run weekly and store the results in a custom object.
- B. Schedule a custom forecast report to run weekly and store the results in a custom report folder.
- C. Schedule a custom forecast report to run daily and store the results in a custom report folder.
- D. Create a reporting snapshot to run daily and store the results in a custom object.

Answer: A

NEW QUESTION # 117

Cloud Kicks wants to enable representatives to view the individual team member's split percentage, where the split percentage is less than 100% of the revenue amount.

Which attribution method should the consultant recommend?

- A. Opportunity Overlay Split
- B. Opportunity Currency field
- C. Opportunity Revenue Split
- D. Opportunity Percent field

Answer: C

Explanation:

This answer will allow CK to enable representatives to view the individual team member's split percentage, where the split percentage is less than 100% of the revenue amount. An opportunity revenue split is a type of opportunity split that allows reps to divide the revenue amount among opportunity team members based on their contribution or role in the sales process. Official

References: [Opportunity Splits]

NEW QUESTION # 118

Cloud Kicks (CK) wants to migrate a data file containing 8,000 leads from a legacy system into Salesforce. Many of the lead owners have left the company, so CK wants to populate the Lead Owner field for these records using the active assignment rule. Which two tools should a consultant recommend to meet the requirement?

Choose 2 answers

- A. Data Loader

- **B. Data Import Wizard**

Answer: A,B

NEW QUESTION # 119

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