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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q167-Q172):

### NEW QUESTION # 167

How is currency applied where a company is using multi currency?

### Answer:

### Explanation:

Every user also has a personal currency, which is used as the default currency in his or her own quotas, forecasts (depending on which forecasting version you use), opportunities, quotes, and reports. Users can also create opportunities and enter amounts using other active currencies.

### NEW QUESTION # 168

Cloud Kicks wants to measure the impact of its recent Sales Cloud implementation upon completion. How should a consultant meet the requirement?

- A. Evaluate user adoption.
- B. Provide a customer satisfaction survey.
- C. Demonstrate new functionality.
- **D. Establish KPIs.**

**Answer: D**

### NEW QUESTION # 169

Universal Containers is creating a new program to allow customers to pay for large orders over the course of 1 to 3 years in monthly installments beginning in the month the products are sold. The admin needs to configure Sales Good to accommodate the new pricing term and to help the finance department forecast easily.

What should the consultant recommend to meet the requirement?

- **A. Use Revenue Schedules to capture installment payment plan details for each Product.**
- B. Set the default quantities to 12, 24, and 36 in a new Price Book for installment sales.
- C. Add a custom field to the Quotes object to capture the number of installments,
- D. Create a Process Builder to create an Order for each installment payment.

**Answer: A**

Explanation:

Revenue Schedules are a feature that allow users to track the revenue and quantity of products over time, such as for subscription or installment payments. Revenue Schedules can be enabled for any product that has a schedule type of Revenue or Quantity, and they can be customized to match the payment terms of each opportunity. By using Revenue Schedules, Universal Containers can capture the installment payment plan details for each product, such as the number of installments, the amount per installment, and the frequency of installments. This can help the finance department forecast the revenue and cash flow from each opportunity more accurately.

### NEW QUESTION # 170

Cloud Kicks has a Public Read Only Opportunity sharing model. A sales rep noticed they can edit some opportunities associated with accounts they own, but are unable to edit other opportunities associated with accounts they own.

Which reason explains the sales rep's experience?

- A. Some opportunities associated with these accounts are owned by other users.
- **B. The user is a member of an Account Team with Read/Write access on Opportunities.**
- C. Sharing rules for Opportunities are set to a public group for managers.

**Answer: B**

### NEW QUESTION # 171

UC has set accounts, contacts, and opportunities to private. Sales reps manage the accounts for which they are the account owner.

The company also employs sales specialists to assist sales repson deals. What should a consultant recommend to allow the sales specialists to see account information and any opportunity information associated with an account?

- **A. Add the sales specialists to the account team and assign them read access to opportunities.**
- B. Share opportunities manually with the sales specialists and assign them read access.
- C. Assign the sales specialists to the same profile as the account owners.
- D. Assign the sales specialists to the same role in the role hierarchy as the account owners

**Answer: A**

### NEW QUESTION # 172

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