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DUMPSARENA

What are two advantages of implementing a controller-based architecture instead of a traditional network architecture? (Choose two.)

- A. It allows for seamless connectivity to virtual machines.
- B. It supports complex and high-scale IP addressing schemes.
- C. It enables configuration task automation.
- D. It provides increased scalability and management options.
- E. It increases security against denial-of-service attacks.

ANSWER: C D

QUESTION NO: 4

Which of the following dynamic routing protocols are Distance Vector routing protocols?

- A. IS-IS
- B. EIGRP
- C. OSPF
- D. BGP
- E. RIP

ANSWER: B E

QUESTION NO: 5

Refer to the exhibit.

```
1 "Routers": ["R1", "R2", "R3"]
2 "Switches": ["SW1", "SW2", "SW3"]
3
```

What is represented by "R1" and "SW1" within the JSON output?

- A. key
- B. array
- C. value
- D. object

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q75-Q80):

NEW QUESTION # 75

Cloud Kicks wants to help its sales reps identify stalled opportunities in a single view. Which solution should the consultant recommend to meet the requirement?

- A. Create a screen flow.
- B. Create a Lightning Web Component.
- C. Use Deal Insights In Pipeline Inspection

Answer: C

Explanation:

Pipeline Inspection with Deal Insights offers a visual way to identify stalled opportunities and provides actionable insights directly within the Sales Cloud. This tool highlights opportunities that haven't progressed in a set amount of time, making it easy for sales reps to identify and act on these opportunities in a single view.

While custom Lightning Web Components or screen flows could potentially be built to identify stalled opportunities, using Deal Insights in Pipeline Inspection is a more efficient and native Salesforce solution designed specifically for this purpose.

Salesforce Documentation References:

- * Pipeline Inspection and Deal Insights
- * Identifying Stalled Opportunities with Deal Insights

NEW QUESTION # 76

Cloud Kicks wants to improve its return on investment (ROI) by creating intelligent processes built on trusted, targeted data. What is a justification for using AppExchange data services?

- A. To create customer segments with personas and scoring
- B. To activate customizable sales forecasting and lead scoring
- C. To use Salesforce Surveys to update customers' data

Answer: A

Explanation:

Using AppExchange data services can greatly enhance Cloud Kicks' ability to improve ROI through data-driven customer segmentation. These services offer advanced tools for building customer personas and applying scoring models, which enable targeted marketing and sales strategies. By leveraging enriched data from AppExchange, Cloud Kicks can gain deeper insights into customer behaviors and preferences, allowing for more personalized engagement and efficient resource allocation.

NEW QUESTION # 77

The Cloud Kicks IT team has noticed that there are many duplicate Person Accounts and wants to merge them. What should the consultant explain to the team about merging Person Accounts?

- A. They can be merged with any type of Account.
- B. They can be merged with other Person Accounts.
- C. They can be merged with contact records.

Answer: B

Explanation:

In Salesforce, Person Accounts are designed to represent individual customers rather than businesses. When it comes to managing duplicates, Person Accounts can only be merged with other Person Accounts. This is because Person Accounts have a unique structure that combines attributes of both Accounts and Contacts into a single record, making them incompatible for merging with standard Business Accounts or Contact records directly.

Here's a breakdown:

* Merge Process for Person Accounts: Salesforce provides a native merging feature specifically for Person Accounts. This process allows duplicate Person Accounts to be combined, with the primary account retaining essential data while duplicates are consolidated.

* Limitations: Person Accounts cannot be merged with standard Business Accounts or standalone Contacts due to differences in record structure and usage.

For further guidance on merging Person Accounts, Salesforce provides instructions in the Merging Accounts documentation, which outlines how to use the merge feature specifically for Person Accounts.

NEW QUESTION # 78

Cloud Kicks (CK) has organization-wide defaults set to Public Read-Only for Opportunity. One of the Account Team roles at CK is Executive Sponsor. Account Team members with the Executive Sponsor role need Read/Write access to all child Opportunities. How should the consultant meet the requirement?

- A. Create an Account sharing rule to grant Read/Write access to Opportunities.
- **B. Create an Opportunity sharing rule to grant Read/Write access to Opportunities.**
- C. Create a flow to grant Read/Write access to Opportunities.

Answer: B

Explanation:

In Salesforce, organization-wide defaults (OWD) for the Opportunity object can be set to Public Read Only, meaning all users can view Opportunities, but only the record owner and users above them in the role hierarchy have edit access. When OWD is set to Public Read Only, additional access can be granted using sharing rules.

For Cloud Kicks, the Account Team role of Executive Sponsor requires Read/Write access to Opportunities associated with the Accounts they sponsor. Since the OWD is set to Public Read Only, the most effective method to grant this access is through an Opportunity sharing rule. Sharing rules in Salesforce are specifically designed to extend access to users in roles, groups, or territories without altering the OWD settings. By creating an Opportunity sharing rule, Cloud Kicks can ensure that all Account Team members with the Executive Sponsor role gain Read/Write access to related Opportunities, regardless of ownership.

An Account sharing rule would not work in this scenario because sharing rules for Accounts do not automatically extend to related Opportunities when OWD for Opportunities is Public Read Only.

Additionally, creating a flow would not be as efficient or straightforward as using a sharing rule, which is Salesforce's recommended approach for managing access based on roles and relationships like Account Team roles

NEW QUESTION # 79

What should the consultant take into consideration when activating Orders?

- A. Products can be removed from active reduction orders.
- B. New Products can be added to active orders.
- **C. Orders can be activated only if they include a Product.**

Answer: C

Explanation:

In Salesforce Sales Cloud, an order can only be activated if it has at least one product associated with it. This requirement ensures that all active orders are tied to specific products, which is essential for order processing and fulfillment. Without products, the order would not have any items to fulfill, making it ineligible for activation. This rule helps enforce data integrity within the order management process.

For more details, refer to Salesforce's documentation on Activating Orders.

NEW QUESTION # 80

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