

Sales-Cloud-Consultant PDF Questions - Latest Sales-Cloud-Consultant Exam Bootcamp



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To prepare for the Salesforce Sales-Cloud-Consultant Certification Exam, candidates should have a solid understanding of Salesforce Sales Cloud features, including lead and opportunity management, account and contact management, sales forecasting, and collaboration tools. They should also have experience with sales processes and methodologies, as well as an understanding of key sales metrics and KPIs. Candidates can study for the exam using Salesforce's official training resources and study guides, as well as third-party study materials and practice exams.

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Salesforce Sales-Cloud-Consultant Exam is a certification exam that is designed for professionals who want to demonstrate their expertise in the Salesforce Sales Cloud platform. Sales-Cloud-Consultant exam is intended for those who have experience in sales, marketing, and customer service, and who want to prove their knowledge in using Salesforce to manage customer relationships and drive sales growth.

To prepare for the Salesforce Sales Cloud Consultant certification exam, candidates must have a solid understanding of Salesforce Sales Cloud functionality and configuration. They should also be familiar with best practices for sales management and have experience implementing Sales Cloud solutions for their organizations. Salesforce offers a range of training and certification resources to help candidates prepare for the exam, including online courses, study guides, and practice exams.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q182-Q187):

NEW QUESTION # 182

Cloud Kicks (CK) uses Collaborative Forecasts and has a custom currency field, Discount, on Opportunity that allows sales reps to record when they give a discount on an opportunity. CK just added a new business unit to Salesforce. Managers in the new business unit report that their forecasts are accurate but they are unable to see the discount amount in the Opportunity list in Collaborative Forecasting.

What should a consultant do to resolve the issue?

- A. Use a validation rule to ensure that a discount is entered.
- B. Add the Discount field to the Sales Path for the managers.
- C. Add a new discount field for the new business unit.
- D. **Check the field level security for the managers' profile.**

Answer: D

NEW QUESTION # 183

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console.

- A. Run the Salesforce Optimizer.
- B. **Open the Lightning Usage App.**
- C. Create a custom report.

Answer: B

Explanation:

The Lightning Usage App in Salesforce provides insights into how users are adopting and using the Lightning Experience, including the Lightning Sales Console. It includes metrics such as daily active users, most visited pages, and feature usage. This tool is specifically designed to help administrators and consultants understand adoption patterns and areas that may need attention or additional training.

References:

- * Lightning Usage App Overview
- * Monitor Adoption with the Lightning Usage App

NEW QUESTION # 184

The Sales Director at Cloud Kicks mandated that implementing logic and automation to qualify top leads is priority. Cloud Kicks fully leverages Sales Cloud and has significant data points captured on converted Leads and closed won Opportunities for the past four years. Which two actions can the Consultant first take to ensure a best practices implementation? Choose 2:

- A. Configure a qualification screen-based flow to assist Sales Reps in quickly determining which Leads are high priority.
- B. **Begin with recommended base Lead Score of 100. After a predetermined amount of time, evaluate the results and adjust the Score accordingly.**
- C. **Begin with the recommended base Lead Grade of B-. After a predetermined amount of time, evaluate the result and adjust the Grade accordingly.**
- D. Review converted Lead data with Sales and Marketing leaders to understand the interaction patterns that led to conversion.
- E. Work with subject matter experts to define the key attributes of the ideal customer for Cloud Kicks' products.

Answer: B,C

NEW QUESTION # 185

Put the following steps in order to set up Google Ad Words to work seamlessly with Salesforce.

- A. Capture leads on your website
- B. Advertise your business on Google
- C. Convert leads into new customers

Answer:

Explanation:

B->C->A

NEW QUESTION # 186

UC representative wants to see forecast amount by all sales representative and by multiple product group. What would a consultant recommend to meet these requirements? Choose 2 answers

- A. Implement collaborative forecast with product family (Missed)
- B. Implement collaborative forecast with quota alignment (....)(Missed)
- C. Build a custom forecast report showing product group
- D. Create a forecast list view by product family groups

Answer: A,B

NEW QUESTION # 187

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