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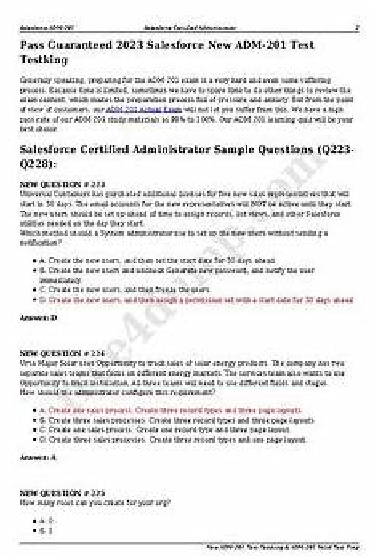
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Salesforce Certified Administrator Sample Questions (Q223-Q228):

NEW QUESTION

Answer: D

NEW QUESTION

Answer: A

NEW QUESTION

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q46-Q51):

NEW QUESTION # 46
Cloud Kicks maintains products and price books on an external platform due to the high frequency of product pricing changes. Sales managers want to monitor pipeline by sales rep and track team revenue to goal in Sales Cloud.
What should the consultant do to meet the requirement?

- A. Implement Opportunity Teams and Opportunity Splits.
- B. Use Opportunities and enable Forecasts.
- C. Create reports on closed Opportunities.

Answer: B

Explanation:
To monitor pipeline and track team revenue to goal, using Opportunities with Salesforce Forecasts is the best approach. Opportunities enable tracking of individual deals, while Forecasts provide a consolidated view of expected revenue, allowing sales managers to view progress toward goals by rep, team, or other criteria. This configuration supports both pipeline monitoring and revenue goal tracking, which aligns with CK's requirements.
While Opportunity Teams and Opportunity Splits are useful for revenue sharing and tracking contributions on specific deals, they do not offer the comprehensive goal-tracking functionality that Forecasts provide.
Creating reports on closed Opportunities is helpful but lacks the real-time forecasting capabilities required.
Salesforce Documentation References:
* Sales Forecasting in Salesforce
* Using Opportunities with Forecasts

NEW QUESTION # 47
Universal Containers is growing its international business.
Domestic sales reps believe that the standard price book has too many records reflecting different currencies and country-specific product variations.
What should the consultant recommend to improve usability for sales reps?

- A. Use custom price books for domestic and International customers.
- B. Update the product naming conventions to Include the currency In the product name.
- C. Use separate product catalogs for domestic and international customers.

Answer: A

Explanation:
To improve usability for sales reps and address concerns about the standard price book having too many entries, custom price books tailored for specific markets, such as domestic and international, can streamline the product selection process. Custom price books allow sales reps to view only relevant products and prices based on customer location, reducing complexity and enhancing usability.
* Custom Price Books for Targeted Markets: By creating separate price books, Universal Containers can manage pricing variations by currency or product variations specific to each market, reducing clutter for sales reps.
* Improved Efficiency in Sales Processes: Sales reps can select the appropriate price book for their customer's location, ensuring that only applicable products and prices are displayed, which simplifies product selection and pricing accuracy.
Option A (updating product naming conventions) may not sufficiently address the issue, and Option B (separate product catalogs) would require managing multiple product datasets rather than simply filtering via price books. For more information, see the Salesforce Price Book documentation.

NEW QUESTION # 48
Sales reps at Cloud Kicks (CK) need to see the Opportunity amount with the Account's discount field. CK sales reps are located in different regions and use different currencies. A consultant creates a custom formula field on the Opportunity.
Which currency will the custom formula use for its value if the opportunity and account records have different currencies?

- A. Opportunity currency
- B. User currency
- C. Corporate currency

Answer: A

Explanation:
In Salesforce, when a custom formula field is created on an Opportunity, the formula uses the Opportunity's currency for calculations. This is particularly important in organizations using multiple currencies, as it ensures that calculations remain consistent with the record on which the formula is defined. Therefore, the formula field will display the value in the Opportunity's currency, regardless of the Account's currency.
Salesforce Documentation References:
* Multi-Currency and Formula Fields
* Formula Fields and Currency Considerations

NEW QUESTION # 49
Cloud Kicks (CK) has recently rolled out Sales Cloud. CK uses an enterprise resource planning (ERP) system as its system of record for customer data. When an account has its first Closed Won opportunity, the ERP system should be updated immediately from the account and opportunity records.
Which option should the consultant recommend to meet the requirement?

- A. Script the ERP to call a Flow endpoint every 5 minutes to fetch newly won opportunities and their related accounts.
- B. Create an Accounts with Opportunities report filtered on Opportunities won today that the ERP can subscribe to.
- C. Implement Platform Events to publish Opportunity wins to the ERP, which will call back for opportunity and account Information.

Answer: C

Explanation:
For real-time integration between Salesforce and the ERP system, Platform Events are well-suited as they enable Salesforce to publish an event immediately when an opportunity is marked as Closed Won. The ERP can then subscribe to these events and retrieve the necessary account and opportunity data.
* Using Platform Events for Real-Time Updates: Platform Events facilitate an event-driven architecture where Salesforce can notify external systems instantly when specific changes occur, such as a Closed Won opportunity. This ensures that updates are transmitted to the ERP promptly.
* Efficient Data Synchronization: With this approach, the ERP system can listen for these events and retrieve only the relevant records, reducing the need for frequent polling or scheduled jobs.
Option A (scripting ERP to fetch data) relies on periodic polling, which may not meet real-time requirements, and Option C (report subscription) does not provide immediate updates. For more information, refer to the Salesforce Platform Events documentation.

NEW QUESTION # 50
The sales director at Universal Containers wants to ensure that a custom field on the Lead object is excluded from Einstein Lead Scoring.
How should the consultant meet the requirement?

- A. Remove the custom field from Lead page layouts.
- B. Omit the custom field from the Scoring Model.
- C. Clear the custom field values on Lead records.

Answer: B

Explanation:
Einstein Lead Scoring in Salesforce allows admins to customize scoring models by including or excluding specific fields that contribute to the scoring algorithm. To ensure that a particular custom field on the Lead object is excluded from the scoring model, the consultant should omit the field from the Scoring Model configuration. This ensures that Einstein Lead Scoring will not consider that field when generating lead scores, which aligns with the sales director's request to exclude it from the scoring criteria.
For more details on configuring Einstein Lead Scoring models, you can refer to the Salesforce documentation:
Einstein Lead Scoring Setup.

NEW QUESTION # 51
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