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Salesforce Sales-Cloud-Consultant Exam is an essential certification for professionals who want to demonstrate their expertise in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is highly valued in the industry and is recognized by employers worldwide. Sales-Cloud-Consultant exam covers a wide range of topics, including sales process design, sales forecasting, opportunity management, sales team management, and sales performance measurement. Salesforce Certified Sales Cloud Consultant certification demonstrates that the candidate has the skills and knowledge required to implement, configure, and manage the Salesforce Sales Cloud solution.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q143-Q148):

NEW QUESTION # 143

Cloud Kicks recently completed the implementation of a new Sales Cloud solution. The stakeholder committee believes that sales user adoption is best measured by opportunities generated by the sales representatives. What can the Consultant recommend to measure sales user adoption?

- A. Create a trend report to determine if there is an increase in deals closed.
- **B. Provide a report of user logins to show the increase in user adoption.**
- C. Enable sales teams and run an opportunity report with teams to see how many Opportunities have team members on them.
- D. Refer back to the project plan to see if the goals were met.

Answer: B

NEW QUESTION # 144

Cloud Kicks has an integration between the data warehouse and Salesforce. The VP of operations wants to synchronize customer data between the systems.

What should the consultant recommend to ensure data integrity?

Answer:

Explanation:

Set up an External ID field on the Account object with Read only on the field security settings for all profiles except the admin profile.

NEW QUESTION # 145

Cloud Kicks wants the sales operations team to be able to process customer credit card payments within Salesforce. Which approach should the consultant recommend to meet this requirement?

Answer:

Explanation:

Utilize an application from the AppExchange.

NEW QUESTION # 146

The finance department of Universal Containers is noticing a decline in profitability, which they attribute to an excessive number of Discounts on opportunities. What can the finance department do to monitor and control opportunity discounting? Choose 2 answers

- A. Create a custom roll-up field to calculate the average product discount for each customer.
- **B. Ensure that sales management approves discount requests for each opportunity.**
- **C. Run a report on opportunities showing list price and discounted price.**
- D. Limit the number of discounted products that can be added to an opportunity.

Answer: B,C

NEW QUESTION # 147

A sales rep owns an opportunity and can view the associated account, but is unable to view contacts on that account.

What should the consultant recommend to allow account owners to selectively share an account's contacts with opportunity owners?

- A. Add opportunity owners to the Opportunity Team and configure contact sharing.
- B. Transfer contact ownership from themselves to the opportunity owner.
- **C. Add opportunity owners to the Account Team and configure contact sharing.**
- D. Transfer account ownership from themselves to the opportunity owner.

Answer: C

NEW QUESTION # 148

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