

Latest Sales-Cloud-Consultant Exam Labs - New Sales-Cloud-Consultant Exam Pass4sure



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More and more people look forward to getting the Sales-Cloud-Consultant certification by taking an exam. However, the exam is very difficult for a lot of people. Especially if you do not choose the correct study materials and find a suitable way, it will be more difficult for you to pass the exam and get the Sales-Cloud-Consultant related certification. If you want to get the related certification in an efficient method, please choose the Sales-Cloud-Consultant Study Materials from our company. We can guarantee that the study materials from our company will help you pass the exam and get the certification in a relaxed and efficient method.

Creativity is coming from the passion and love of knowledge. Every day there are many different new things turning up. So a wise and diligent person should absorb more knowledge when they are still young. At present, our Sales-Cloud-Consultant study prep has gained wide popularity among different age groups. Most of them are consistently learning different things. Therefore, we sincerely wish you can attempt to our Sales-Cloud-Consultant Test Question. Practice and diligence make perfect. Every one looks forward to becoming an excellent person. You will become the lucky guys after passing the Sales-Cloud-Consultant exam.

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New Sales-Cloud-Consultant Exam Pass4sure, New Sales-Cloud-Consultant Test Questions

As we all know, the latest Sales-Cloud-Consultant quiz prep has been widely spread since we entered into a new computer era. The cruelty of the competition reflects that those who are ambitious to keep a foothold in the job market desire to get the Sales-Cloud-Consultant certification. It's worth mentioning that our working staff considered as the world-class workforce, have been persisting in researching Sales-Cloud-Consultant Test Prep for many years. Our Sales-Cloud-Consultant exam guide engage our working staff in understanding customers' diverse and evolving expectations and incorporate that understanding into our strategies. Our latest Sales-Cloud-Consultant quiz prep aim at assisting you to pass the Sales-Cloud-Consultant exam and making you ahead of others.

The Salesforce Certified Sales Cloud Consultant certification exam focuses on the core cloud-based sales automation tools that include account and contact management, opportunity management, lead management, forecasting, collaborative forecasting, and campaign management. Candidates are tested on their knowledge of designing and implementing sales processes and the ability to leverage Salesforce to manage sales data, sales pipeline, and sales performance metrics. Sales-Cloud-Consultant Exam also includes assessing the candidate's knowledge of Salesforce Sales Cloud features like Sales Forecasting, Territory Management, Sales Performance Management, and Productivity.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q150-Q155):

NEW QUESTION # 150

The sales management at UC is reviewing the quality of leads generated from marketing campaigns. What information is available to assist with this type of analysis? Choose 2 answers:

- A. Percentage of leads converted to opportunities
- B. Percentage of leads that could not be contacted due to bad data
- C. Average number of activities required to convert leads to opportunities
- D. Average amount of time required to convert leads to opportunities

Answer: B,C

NEW QUESTION # 151

A company frequently has issues with customers that need complex, hands-on technical support with high-priority issues in difficult-to-visit locales.

What should be recommended for reliable, real-time support to customers with these restrictions?

- A. Field Service Lightning
- B. Salesforce Knowledge
- C. SOS Video Chat
- D. Customer Community

Answer: C

NEW QUESTION # 152

The Consultant at Cloud Kicks has successfully implemented the Einstein lead Scoring feature and now wants to measure the effectiveness and track lead conversation rates. Which three standard dashboards are available? Choose 3 answers

- A. Conversion Rate by Lead Score
- B. Conversion Rate by Lead Source
- C. Lead Scores by Created Date
- D. Lead score Distribution
- E. Average Lead Score by Lead Source

Answer: D

NEW QUESTION # 153

Cloud Kicks (CK) operates in multiple countries and wants to track historical exchange rates. The consultant at CK has implemented dated exchange rates by using Advanced Currency Management.

How is the converted currency amount calculation on opportunities determined?

- A. The close date only when the opportunity stage is closed
- B. The date the opportunity stage is closed regardless of the close date
- C. The close date regardless of the opportunity stage

Answer: C

Explanation:

When using Advanced Currency Management with dated exchange rates, the converted currency amount is determined based on the opportunity's close date, regardless of the opportunity stage. Here's why:

* Currency Conversion Based on Close Date: Advanced Currency Management applies the exchange rate effective on the opportunity's close date, which means that the conversion is tied specifically to this date and does not depend on the opportunity's stage.

* Accurate Historical Currency Data: This setup ensures that historical exchange rates accurately reflect the currency rate as of the close date, providing precise financial reporting.

* Salesforce Documentation: Salesforce outlines that Advanced Currency Management uses the close date for converting amounts on opportunities to account for dated exchange rates, providing consistency across all transactions.

In summary, the close date regardless of the opportunity stage (Option C) determines the converted currency amount when Advanced Currency Management is enabled.

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