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Salesforce Sales-Cloud-Consultant certification exam is a comprehensive exam that tests the knowledge and skills of professionals who work with the Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is a valuable credential that demonstrates the candidate's expertise in implementing and configuring the Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is recognized by employers and can help professionals advance their careers in sales and CRM.

Salesforce Sales-Cloud-Consultant Certification Exam is divided into several sections, each of which focuses on a specific area of Sales Cloud implementation. These sections include Sales Cloud Solution Design, Implementation Strategies, Sales Cloud Configuration, and Sales Cloud Analytics. Each section is designed to test the candidate's knowledge and understanding of the Sales Cloud platform, as well as their ability to implement Sales Cloud solutions in real-world scenarios.

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Salesforce Sales-Cloud-Consultant Exam is designed to test the knowledge and skills of professionals who work with the Salesforce Sales Cloud. Sales-Cloud-Consultant exam is intended for individuals who have experience in sales management and are looking to enhance their skills and knowledge in the field of Salesforce. The Salesforce Sales-Cloud-Consultant Certification is a great way for individuals to validate their skills and knowledge in this area and to stand out in their field.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q88-Q93):

NEW QUESTION # 88

What are key benefits to Salesforce to Salesforce functionality?

Answer:

Explanation:

Enables business collaboration within and across Salesforce orgs

Facilitates the sharing of leads, accounts, contacts, tasks, product, case, attachment or customer objects with partners that use SFDC in real time Allows for 100% visibility for partner activity, management of pipeline and or the integration of business processes with updates from workflow and assignment rules

NEW QUESTION # 89

Northern Trail Outfitters has Advanced Currency Management enabled and needs reports that span time periods when the exchange rate was different.

What is the converted amount based on in this scenario?

- A. On the exchange rates entered in the opportunity
- **B. On the historical exchange rate associated with the close date**
- C. On exchange rates that use the most current entry
- D. On exchange rates that use the oldest entry

Answer: B

NEW QUESTION # 90

Cloud Kicks has enabled the Einstein Lead Scoring feature and rolled out Sales Cloud Einstein to ptkst users.

The pilot users are unable to view the Lead Score field on me Lead record page.

Which two steps should the consultant take to fix this issue?

Choose 2 answers

- **A. Add the Lead Score field to the Lead Page layout.**
- B. Add the Lead Score field to the Lead List View.
- **C. Assign the Einstein Lead Scoring permission set.**
- D. Assign the Sales Cloud Einstein permission set.

Answer: A,C

Explanation:

Adding the Lead Score field to the Lead Page layout is a necessary step to fix the issue of pilot users not being able to view the Lead Score field on the Lead record page. The Lead Score field is a standard field that shows how likely a lead is to convert based on Einstein's analysis of historical data and predictive factors. The Lead Score field must be added to the Lead Page layout for users to see it on their lead records. Assigning the Einstein Lead Scoring permission set is another necessary step to fix the issue, as it grants users access to view and use Einstein Lead Scoring features, such as Lead Score, Lead Score Insights, and Lead Score Field History Tracking.

NEW QUESTION # 91

Sales management at Universal Containers wants product managers to become more involved with sales deals that are being delayed in the negotiation stage of the sales process. Product managers need to understand the details of specific sales deals, and address product capability and roadmap questions with customers. What solution should a consultant recommend to help product managers engage in sales deals? Choose 2 answers

- **A. Create a chatter group to share product information with sales team, product managers, and customers**
- B. @mention product managers in chatter posts on relevant sales deals
- **C. Add the opportunity team, product managers, and customers to libraries containing files relevant to sales u deals**
- D. Use an assignment rule to notify product managers when opportunities are updated

Answer: A,C

NEW QUESTION # 92

The native mass email functionality is not recommended for marketing.

- Answer: A**

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