

Salesforce Sales-Cloud-Consultant Advanced Testing Engine - Sales-Cloud-Consultant Latest Dumps Pdf



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Salesforce Certified Sales Cloud Consultant certification is an internationally-recognized validation that identifies persons who earn it as possessing skilled as a Salesforce Certified Sales Cloud Consultant. If a candidate wants significant improvement in career growth needs enhanced knowledge, skills, and talents. The Salesforce Sales-Cloud-Consultant Exam provides proof of this advanced knowledge and skill. If a candidate has knowledge of associated technologies and skills that are required to pass the Salesforce Sales-Cloud-Consultant Exam then he should take this exam.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q117-Q122):

NEW QUESTION # 117

Universal Containers (UC) wants to make it easier for sales reps to log their customer interactions, __ and events, directly from their email and calendar applications. UC wants to report on these activities in Salesforce.

What are two capabilities of Outlook and Gmail Integration tools?

Choose 2 answers

- A. Sync recurring events created in the Salesforce mobile app with Microsoft or Google Calendar.

- B. Associate emails with records in Salesforce from Outlook or Gmail.
- C. Sync non-recurring events between Microsoft or Google Calendar and Salesforce.
- D. Report on contact data as it exists In Outlook or Gmail.

Answer: A

NEW QUESTION # 118

When emails sync by Einstein Activity Capture, how are the emails matched to Sales Cloud records?

- A. Matching is based on any Email field.
- **B. Matching is based on the standard Email field.**
- C. Matching is based on Full Name and standard Email field.

Answer: B

Explanation:

When emails sync by Einstein Activity Capture, the matching to Sales Cloud records is based on the standard Email field. Einstein Activity Capture automatically associates emails and events with the correct Salesforce records by looking at the email addresses of the recipients. The standard Email field on Contact, Lead, and User objects is used to make these associations, ensuring that activities are accurately reflected in the related records.

NEW QUESTION # 119

The Universal Containers sales team wants to easily show Account relationships to its sales reps and report on these relationship. Which two considerations should the consultant take into account?

Choose 2 answers

- **A. Account Hierarchy displays only the Accounts users have Read permission to view.**
- B. Accounts can be organized into different divisions based on specific criteria.
- **C. Account relationships are visible from Person Account records.**
- D. A Person Account can be either a parent or child in the Account Hierarchy.

Answer: A,C

Explanation:

* Account relationships are visible from Person Account records and Account Hierarchy displays only the Accounts users have Read permission to view are two considerations that the consultant should take into account when showing Account relationships to sales reps and reporting on them. Account relationships are connections between Accounts that indicate how they are related to each other, such as parent-child, partner, competitor, etc. Account Hierarchy is a feature that shows how Accounts are related in a tree structure based on their parent-child relationship. Account relationships are visible from Person Account records, meaning that sales reps can see how Person Accounts are related to other Accounts from their record page. Account Hierarchy displays only the Accounts users have Read permission to view, meaning that sales reps can only see the Accounts they have access to in the hierarchy.

NEW QUESTION # 120

Universal Containers sells three unique products and each product has its own sales process. The company qualifies prospects for the three products in a consistent manner; however, once the customer has shown interest, the sales representatives must follow the relevant product's sales process. What solution should a consultant recommend to meet these requirements? Choose 2 answers

- A. Configure opportunity record types for each sales process.
- **B. Define sales process to map to each opportunity record type.**
- C. Define the default opportunity teams for each opportunity record type.
- **D. Create sales stages that align with opportunity record type.**

Answer: B,D

NEW QUESTION # 121

Universal Containers sells products that require frequent collaboration with the same team of individuals who play a key role in closing deals. The lead sales representative determines the level of access for each of the collaborating team members on the opportunity. What solution should the consultant recommend to facilitate the collaboration of the lead sales representative and team members?

- **A. Configure default opportunity teams for all lead sales representatives with team selling enabled**
- B. Enable chatter to have the lead sales representative facilitate collaboration through sales team sharing
- C. Create a public groups for extended team members and allow the sales representative to assign manual '-' sharing on their opportunities.
- D. Define a sharing rule for each lead sales representative to assign appropriate access for all extended '-' team members

Answer: A

NEW QUESTION # 122

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