

Test Salesforce Sales-Cloud-Consultant Sample Questions - Sales-Cloud-Consultant Cert Exam



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q110-Q115):

NEW QUESTION # 110

Match the following loading option to the description of when to use it. "Force.com Data Loader"

- A. Brian wants to consolidate all his accounts from several systems.
- B. Becky wants to load all her 65,000 contact records.
- C. Bob wants to load a single account record.
- D. Bill wants to load 20,000 lead records.
- E. Berta wants to keep a separate system as her "system of record"

Answer: B

NEW QUESTION # 111

A consultant is initiating a Sales Cloud project for Cloud Kicks.

Which essential action should the consultant prioritize to ensure successful implementation and adoption?

- A. Develop Quality Assurance (QA) testing scripts.
- **B. Set project milestones and establish key performance indicators (KPIs).**
- C. Design end user training plan.

Answer: B

Explanation:

Setting project milestones and establishing key performance indicators (KPIs) is crucial for ensuring successful implementation and adoption of a Sales Cloud project. This approach provides a clear roadmap for the project, helps in tracking progress, ensures accountability, and measures success against defined objectives. Milestones and KPIs guide the project team and stakeholders through the implementation process, ensuring that each phase is completed as planned and that the project's goals are met.

References:

- * Project Management for Salesforce Implementations
- * Defining and Measuring KPIs

NEW QUESTION # 112

2 lines of business LOB, each with custom opportunity stages & record types - choose 2 answers

- **A. Users able to see all stages in report filter drop downs**
- **B. Users able to see all stages in listview filter drop downs**

Answer: A,B

NEW QUESTION # 113

Which of the following is good Chatter Etiquette? (Select all that apply)

- A. Ask questions about bonus schedules
- **B. Ask questions to gain vertical expertise**
- **C. Direct users to a subject matter experts**
- D. Connect with co-workers by letting them know about your weekend

Answer: B,C

NEW QUESTION # 114

Cloud Kicks (CK) has hired a consultant to help enhance its current Salesforce implementation.

What should the consultant do first to help CK meet its business requirements?

- A. Design the architecture.
- **B. Conduct discovery sessions.**
- C. Define the solution.

Answer: B

Explanation:

The first step in assisting Cloud Kicks with enhancing its Salesforce implementation is to conduct discovery sessions. This initial phase is crucial for gathering requirements, understanding business processes, and identifying the specific needs and challenges of the organization.

* Importance of Discovery: Discovery sessions provide insights into CK's existing setup, key pain points, and desired improvements, forming the foundation for solution design and implementation.

* Building a Requirements-Driven Solution: By thoroughly understanding CK's needs through discovery, the consultant can tailor the solution to meet business requirements effectively.

Option B (designing the architecture) and Option C (defining the solution) come after gathering the necessary information through

discovery sessions. For more details, see Salesforce's Guide on Conducting Discovery Sessions.

NEW QUESTION # 115

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