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Salesforce Sales-Cloud-Consultant Certification Exam is a comprehensive test that covers a wide range of topics related to Sales Cloud. Sales-Cloud-Consultant exam consists of 60 multiple-choice questions that must be completed within 120 minutes. The questions are designed to test the candidate's knowledge in areas such as Sales Cloud configuration, Sales Cloud data management, Sales Cloud integration, and Sales Cloud automation.

Salesforce Certified Sales Cloud Consultants are in high demand in the market due to their expertise in sales cloud solutions. Salesforce Certified Sales Cloud Consultant certification helps professionals to demonstrate their skills and knowledge to potential employers and clients. Salesforce Certified Sales Cloud Consultant certification is particularly beneficial for sales executives, sales managers, and sales consultants who want to enhance their skills and advance their careers.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q11-Q16):

NEW QUESTION # 11

CORRECT TEXT

5 steps to running your campaigns in Salesforce CRM

Answer:

Explanation:

1. Plan campaigns
2. Create campaigns
3. Execute campaigns
4. Track responses
5. Measure campaigns

NEW QUESTION # 12

Universal Containers has many customers that repeat the same purchase on a regular basis. These customers are classified as a repeat account type. Sales management wishes to use Salesforce to automate repeat opportunities. What should a consultant recommend to meet this requirement?

- A. Develop an Apex trigger to set an opportunity revenue schedule that automatically sets up a new opportunity for repeat accounts when it reaches closed/won stage.
- **B. Develop an Apex trigger for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed /won stage.**
- C. Configure a workflow rule for repeat accounts that sends a reminder task to the sales representative to create a new opportunity when it reaches closed/won stage.
- D. Configure a workflow rule for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed /won stage.

Answer: B

NEW QUESTION # 13

Sometimes sales reps need to create Contacts without Accounts based on business processes. What is a consideration for Contacts that are created without Accounts?

- A. Contacts without Accounts need to be shared through Sharing Rules.
- B. Contacts without Accounts are shared through the Role Hierarchy.
- **C. Contacts without Accounts are private and only the owner and admin can view them.**
- D. Contacts without Accounts need to be manually shared.

Answer: C

NEW QUESTION # 14

A Sales Cloud consultant is working on an implementation that has multi-currency, multi-language and region-specific sales processes and workflows. Which two actions are essential for optimizing user adoption?
Choose 2 answers

- **A. Communicating the training plan well in advance of training start date**
- B. Developing only a standardized, global training curriculum for all users
- **C. Customizing the training curriculum for each specific region**
- D. Employing realistic training data in the corporate standard currency

Answer: A,C

NEW QUESTION # 15

Northern Trail Outfitters' sales manager noticed the lead conversion ratio stayed the same for the healthcare industry even though the lead creation increased. Which reporting tool should resolve the issue?

- A. Industry performance dash board

- Answer: B**

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