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Our PDF version is a printable document of exam questions which are real and updated. We have included original Salesforce Certified Sales Cloud Consultant questions in this format so that you can get ready for the exam quickly by just memorizing them. This format of Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) test questions is also usable on smart devices such as laptops, tablets, and smartphones.

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 exam is a challenging exam that requires extensive knowledge and skills in various areas of sales consulting. Sales-Cloud-Consultant Exam comprises 60 multiple-choice questions that must be answered in 105 minutes. Sales-Cloud-Consultant exam questions are designed to test the candidate's knowledge of sales cloud solutions, salesforce automation, and sales process design. Candidates must score at least 68% to pass the exam.

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Salesforce Sales-Cloud-Consultant Certification Exam is designed to validate the skills and knowledge of professionals who work as sales cloud consultants. Candidates who pass Sales-Cloud-Consultant exam earn the Salesforce Certified Sales Cloud Consultant credential, which is recognized globally and highly regarded in the industry. Salesforce Certified Sales Cloud Consultant certification demonstrates that the candidate has the expertise necessary to design and implement sales solutions on the Salesforce platform, including configuring and managing the sales process, designing and implementing sales automation, and integrating with other systems.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q132-Q137):

NEW QUESTION # 132

Cloud Kicks has just deployed an of its configurations. The admin wants to build a separate process but uses most of the objects that were deployed.

What is the best practice a consultant should recommend to the admin?

- A. Build in a test release environment and test changes in a test release environment.
- **B. Build in a test release environment and test changes in Production.**
- C. Build in a Developer Sandbox and test changes in Production.
- D. Build in a Developer Sandbox and test changes in a test release environment.

Answer: B

NEW QUESTION # 133

The sales management team at Northern Trail Outfitters (NTO) wants to analyze how the sales funnel is changing throughout the month. NTO wants to store the details of open opportunities weekly, and forecasts and closes business monthly. What should be recommended?

- A. Create a reporting snapshot to run daily and store the results in a custom object.
- **B. Create a reporting snapshot to run weekly and store the results in a custom object.**
- C. Schedule a custom forecast report to run weekly and store the results in a custom report folder.
- D. Schedule a custom forecast report to run daily and store the results in a custom report folder.

Answer: B

NEW QUESTION # 134

The Northern Trail Outfitters sales team has reported that many of the leads they receive are missing an email address or phone number.

Which approach should a consultant recommend to address this issue?

- **A. Create a validation rule that requires a Phone and Email.**
- B. Set default values for Phone and Email fields on the Lead object.
- C. Make Phone and Email fields required on the Lead convert form.

Answer: A

Explanation:

To ensure that leads contain essential contact information, such as a phone number or email address, a validation rule can enforce these fields as required when creating a Lead. This approach ensures that incomplete leads are not saved, maintaining data quality.

* Using Validation Rules for Data Completeness: Validation rules can specify that both Phone and Email fields must have values before a record can be saved. This prevents leads from being created with missing key contact information.

* Improving Data Quality at Entry: By enforcing these fields, sales reps can work with complete data, increasing the likelihood of successful follow-up and conversion.

Option A (setting default values) would not enforce field completion, and Option B (requiring on convert form) would not address the issue at the point of lead creation. For more guidance, see the Salesforce Validation Rules documentation.

NEW QUESTION # 135

CORRECT TEXT

What are two capabilities of Data.com?

Answer:

Explanation:

1. You can save search criteria for later use
2. You can export contact and company records

NEW QUESTION # 136

A consultant is working with a client to implement Territory Management and Collaborative Forecasting. The client has signed off on the solution design document.

Which three steps should the consultant take during the Build stage to ensure a successful implementation?

Choose 3 answers

- A. Communicate the anticipated live date.
- B. Demonstrate how the application works.
- C. Develop training material.
- D. Clone feature metadata to production.
- E. Configure the application in a sandbox.

Answer: A,B,E

NEW QUESTION # 137

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