

Free Sales-Cloud-Consultant Braindumps | Sales-Cloud-Consultant Latest Exam Experience



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q91-Q96):

NEW QUESTION # 91

Universal Containers plans to migrate data into Salesforce from a legacy system. Which step should be taken before performing the data migration? Choose 2 answers:

- A. Perform data cleansing
- B. Develop data map
- C. Normalize database
- D. Enable data validation rules

Answer: A,B

NEW QUESTION # 92

Management at Northern Trail Outfitters want to see forecast numbers by all sales representatives and by multiple product groups. Which two actions should a consultant recommend to meet these requirements? Choose 2 answers

- A. Build a custom forecast report showing product groups
- B. Implement Collaborative Forecasting with quota attainment.
- C. Implement Collaborative Forecasting with product family.
- D. Build a forecast list view by product family groups

Answer: B,C

NEW QUESTION # 93

UC needs to show a dashboard with forecast by product family with quotas. What solution should consultant recommend?

- A. Create custom report type with forecasting quotas and forecasting leads (...)
- B. Create an analytical snapshot to capture the opportunity forecast
- C. Customize Quotas with product report and add necessary field
- D. Create custom report with closed opportunity, forecasting leads (...) and quotas

Answer: B

NEW QUESTION # 94

CORRECT TEXT

Is 'Join' available as an option for all groups visible through Chatter?

Answer:

Explanation:

No

. You can join a public group, but must 'Request to Join' a private group. This will generate an email request to the owner or managers of a private group who can then allow you to join.

NEW QUESTION # 95

A sales manager wants a report that reflects all activities in the manager's accounts, including contacts and opportunities. Which report should the sales manager use?

- A. Activities report on accounts and opportunities the manager owns
- B. Activities report on accounts the manager owns
- C. Activities report on accounts and contacts the manager owns
- D. Activities report on accounts, contacts and opportunities the manager own

Answer: D

NEW QUESTION # 96

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