

Sales-Cloud-Consultant Official Study Guide | New Sales-Cloud-Consultant Exam Pdf



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Upon passing the Salesforce Sales-Cloud-Consultant Certification Exam, individuals will earn the title of Salesforce Certified Sales Cloud Consultant. Salesforce Certified Sales Cloud Consultant certification demonstrates that the individual has the knowledge and

skills necessary to implement and manage Salesforce Sales Cloud solutions in a customer-facing role. Salesforce Certified Sales Cloud Consultant certification is recognized by employers and can help individuals advance their career in sales and business analysis.

Salesforce Sales-Cloud-Consultant Certification Exam covers a wide range of topics related to Salesforce Sales Cloud, including sales process design, lead management, opportunity management, forecasting, and territory management. Sales-Cloud-Consultant Exam also evaluates the candidate's knowledge of Salesforce automation tools, including workflows, approvals, and process builder. Salesforce Certified Sales Cloud Consultant certification exam also tests the candidate's understanding of Salesforce Sales Cloud security features, such as data security, sharing rules, and user permissions.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q145-Q150):

NEW QUESTION # 145

CORRECT TEXT

What does Data.com (Jigsaw) do?

Answer:

Explanation:

1. Keeps data clean enabling valid research into account and contact details to determine the right person to market to
2. Assist with prospecting through finding and targeting the right leads
3. Drives better campaigning through clean data and building of marketing lists
4. Provides a preview of account and contact information
5. Drives data quality, through cleaning of data within SF- dedups and updates incomplete information

NEW QUESTION # 146

Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to determine which territory has closed the most deals in a month. The territory hierarchy has three branches with child territories, where forecast managers may be assigned to a few of them.

Which two actions can forecast managers perform?

Choose 2 answers

- A. Add a Forecasts tab to the Sales app.
- B. Add territory forecast to the hierarchy.
- C. Share the forecast with any Salesforce user.
- D. View the territory forecasts as a single-page summary.

Answer: C,D

NEW QUESTION # 147

Cloud Kicks wants to release product enhancements effectively to drive user adoption and have the greatest impact on the organization and users' day-to-day functions.

Which step should the consultant recommend to successfully manage changes and releases initiated by Salesforce?

- A. Prioritize executive requests.
- B. Collect input from stakeholders.
- C. Train end users after deployment.

Answer: B

Explanation:

To effectively manage changes and releases in Salesforce, particularly when focusing on user adoption and maximizing impact, it is critical to involve stakeholders from the start. Collecting input from stakeholders ensures that the enhancements align with the actual needs and workflows of those who will be using the system daily. Here's why this approach is recommended:

* Stakeholder Engagement: Engaging stakeholders early in the process helps to gather a comprehensive understanding of the business requirements and pain points. This collaboration ensures that the enhancements are relevant and beneficial, which increases the likelihood of user adoption.

* User-Centric Development: Salesforce emphasizes a user-centric approach in its change management practices. By collecting input from stakeholders, Cloud Kicks can tailor the enhancements to be more impactful for end users, which is essential for driving

adoption and improving overall user experience.

* Change Management Best Practices: According to Salesforce best practices, successful change management includes planning for change with stakeholder input, addressing user concerns, and creating a roadmap that reflects the priorities of both end-users and executives. This step lays the groundwork for smooth deployment and effective training.

* References: Salesforce's documentation on Change and Release Management in Sales Cloud provides guidance on involving stakeholders to better understand how changes will impact various user roles. You can find additional guidance in the Salesforce Success Community and the Salesforce Trailhead module on Change Management.

In summary, collecting input from stakeholders (Option A) is the initial and essential step in Salesforce's recommended change management process, ensuring that product enhancements are aligned with user needs and drive effective adoption.

NEW QUESTION # 148

Northern Trail Outfitters allows its sales representative to negotiate up to a 1 discount for their opportunities. Discounts greater than 1 must be sent to their Regional Sales Manager (RSM) for approval. Discounts greater than 15% must also be sent to the Regional Vice President (RVP) for approval. Which approach would satisfy these requirements?

- A. Create two approval processes one for RSM and one for RVP.
- B. Configure an approval process for the RSM and workflow for the RVP.
- C. Configure a workflow approval task and email to RSM and RVP.
- **D. Create two step approval processes for the RSM and RVP as approvers.**

Answer: D

NEW QUESTION # 149

The Discovery phase with Cloud Kicks (CK) has just ended. CK wants a visual way to see how the new processes will work. CK's process is complex and requires multiple slides.

What should the consultant design to give CK this high-level view?

- A. Value Stream Map
- B. Universal Process Notation
- C. SIPOC Map
- **D. Capability Model**

Answer: D

NEW QUESTION # 150

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