

Sales-Cloud-Consultant Valid Exam Preparation, Sales-Cloud-Consultant Pass Test Guide



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q29-Q34):

NEW QUESTION # 29

Universal Containers wants to provide its five million customers a solution where customers can submit inquiries, monitor the status of those inquiries, and view their contact information.

Which type of Community license should be used to meet these requirements?

- A. Company Community
- B. Employee Community
- C. Partner Community
- D. Customer Community

Answer: D

NEW QUESTION # 30

Prospects at Cloud Kicks are exposed to many different marketing activities. In most cases, a combination of several different

activities result in a successful sale.

How should the consultant configure Salesforce to track which marketing activities influenced the customer to make a purchase?

- A. Use Surveys to request the information from the customer.
- B. Implement Customizable Campaign Influence.
- C. Create a junction object between Campaign and Opportunity.
- D. Make the Primary Campaign Source required.

Answer: C

Explanation:

Creating a junction object between Campaign and Opportunity is the best way to track which marketing activities influenced a customer to make a purchase. This junction object will allow you to track the influence of multiple Campaigns on a single Opportunity, which can be used to gain insights into which Campaigns are most effective.

NEW QUESTION # 31

Universal Containers wants to track the campaigns that influence won opportunities. Using standard functionality, what should a consultant recommend to meet this requirement? Choose 2 answers

- A. Add campaigns to opportunities when the campaign is related to a contact that is assigned a contact role on the opportunity prior to the close date.
- B. Have the administrator specify a timeframe that limits the time a campaign can influence an opportunity after the campaign first associated date and before the opportunity created date.
- C. Have representatives populate a field on the opportunity record with the dollar amount of the expected revenue from the campaigns that influenced the opportunity.
- D. Automatically add child campaigns of the primary campaign source if the child campaigns have an end date that falls before the opportunity close date.

Answer: A,B

NEW QUESTION # 32

Match this tip with its design consideration. "Users should not do things more than once because it takes time and may create dirty data"

- A. Minimized redundant data entry
- B. Tab and field naming
- C. Search
- D. Reduced clicks
- E. Workflow rules and approvals
- F. Record types and page layouts

Answer: A

NEW QUESTION # 33

The Marketing Department at Universal Containers is migrating from legacy campaign and email management system to Salesforce and want to ensure that its communication material is migrated as well.

What should a consultant recommend to migrate the Marketing Department's email templates?

- A. Enable Email to Salesforce before sending email templates to Salesforce
- B. Enable Email-to-case and use the Import Wizard
- C. Manually recreate the email and mail merge templates in Salesforce
- D. Create an email template change set or use the Lightning Platform

Answer: A

NEW QUESTION # 34

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