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Salesforce Certified Sales Cloud Consultant Sample Questions (Q69-Q74):

NEW QUESTION # 69
Cloud Kicks is utilizing Advanced Currency Management. The sales director submitted a request to display to total amount of all the open opportunities related to the Account page layout.
How should the should consultant implement a solution to meet the requirement?

- A. Create a roll-up summary field on the Account object.

- B. Use a custom formula field on the Opportunity object.
- C. Use a record-triggered flow to set the value on the account.

Answer: C

Explanation:
Given that Cloud Kicks uses Advanced Currency Management (ACM):

NEW QUESTION # 70
Universal Containers (UC) has Account and Contact data it wants to migrate to Sales Cloud. The data comes from several sources and the data quality is unknown. The consultant wants to assess the entire data set for quality prior to loading it to production without impacting UC's current operations. The consultant recommends using a Full Copy sandbox as an initial step.
Which Sales Cloud feature should the consultant use to support this approach?

- A. Import Wizard
- B. External IDs
- C. Duplicate Jobs

Answer: C

Explanation:
When migrating data to Sales Cloud, especially from various sources with potentially unknown data quality, Duplicate Jobs are useful for assessing and managing duplicates within Salesforce. Duplicate Jobs allow consultants to identify duplicate records across the data set before loading it into production.
Using Duplicate Jobs for Data Quality Assessment: Duplicate Jobs can run against imported data in a sandbox environment to identify and report potential duplicate records, allowing for cleansing and merging as necessary.
Ensuring Clean Data Migration: This method enables data assessment and cleanup without impacting the live system, which is essential for maintaining operations while ensuring data quality.
Option A (Import Wizard) is more suited for small-scale imports, and Option C (External IDs) are mainly for data relationships rather than quality assessment. Salesforce's Duplicate Management documentation provides more insights on using Duplicate Jobs for data quality checks.

NEW QUESTION # 71
Cloud Kicks has completed the discovery stage and leadership has aligned on the project's business goals.
What should the consultant formalize with stakeholders before moving on to the next project stage?

- A. Define key metrics to identify how success will be measured.
- B. Create user stories to present for prioritization.
- C. Onboard team members to start development of the solution.

Answer: A

Explanation:
Before advancing from the discovery phase, it's essential to have a clear understanding of how success will be evaluated. By formalizing key metrics with stakeholders, Cloud Kicks can ensure that all parties agree on what constitutes project success. This step aligns with Salesforce best practices, as it helps maintain focus on business goals throughout the project lifecycle and provides measurable benchmarks for tracking progress and outcomes.
The Salesforce project management guidelines emphasize that defining metrics at this stage is critical to guiding the implementation process, assessing the impact of Sales Cloud, and ensuring alignment between the solution and business objectives.

NEW QUESTION # 72
Cloud Kicks' (CK) global sales operations team has to export reports from Salesforce and manipulate them in Excel to convert regional deals to the correct currency conversion. CK wants to generate accurate reporting directly in Sales Cloud.
After enabling Advanced Currency Management, what should the consultant do next?

- A. Adjust currency conversion dynamically based on date range.
- B. Update currency values manually on a weekly basis.
- C. Show deal values in a user's default currency.

Answer: A

Explanation:
Enabling Advanced Currency Management in Salesforce allows Cloud Kicks to manage dated exchange rates, which are essential for accurate reporting on global sales in multiple currencies. This feature enables dynamic adjustment of currency conversions based on the date of the transaction, providing more precise financial reporting that reflects currency fluctuations over time.
* Using Advanced Currency Management: This feature enables Salesforce to apply the correct exchange rate based on the close date of an opportunity, ensuring that financial reports in Salesforce accurately reflect historical and current exchange rates.
* Accuracy in Global Reporting: With dynamic currency conversion adjustments, CK can eliminate the need to manually convert currencies, enhancing both the efficiency and accuracy of reporting.
Option A (manual updates) would be inefficient and error-prone, and Option B (showing in user's default currency) does not address currency conversion for reporting purposes. More information on setting up currency management can be found in Salesforce Advanced Currency Management documentation.

NEW QUESTION # 73
Universal Containers has implemented Salesforce for all of its sales reps. All sales reps are required to select the win or loss stage on every closed opportunity. Managers like to measure the win ratio for all of the sales reps.
How should a consultant meet the requirement?

- A. Create 3 custom formula field on Opportunity to capture the win ratio for opportunities.
- B. Ensure that all managers have access to the standard Win report.
- C. Build a custom report on Opportunity with custom summary formulas to show win ratio.

Answer: C

NEW QUESTION # 74
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