

# **Salesforce Sales-Cloud-Consultant Reliable Exam Cram & Practice Sales-Cloud-Consultant Exam Online**



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Thousands of people are interested in earning the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) certification exam because it comes with multiple career benefits. SureTorrent have designed a product that contains the Sales-Cloud-Consultant latest questions. These Salesforce Sales-Cloud-Consultant Exam Dumps are ideal for applicants who have a short time and want to clear the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) exam for the betterment of their future.

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Salesforce Sales-Cloud-Consultant Certification Exam is a highly respected certification in the industry, which indicates that the individual has the knowledge and skills required to implement and maintain Salesforce Sales Cloud solutions. Obtaining this certification is beneficial for both individuals and organizations, as it helps them to showcase their expertise in the field of sales cloud consulting. Salesforce Certified Sales Cloud Consultant certification also validates the individual's ability to design and implement Salesforce Sales Cloud solutions that meet the specific needs of their clients.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q133-Q138):

### NEW QUESTION # 133

Sales management at Universal Containers wants product managers to become more involved with sales deals that are being delayed in the negotiation stage of the sales process. Product managers need to understand the details of specific sales deals, and address product capability and roadmap questions with customers. What solution should a consultant recommend to help product managers engage in sales deals? Choose 2 answers

- A. Create a chatter group to share product information with sales team, product managers, and customers
- B. Use an assignment rule to notify product managers when opportunities are updated
- C. Add the opportunity team, product managers, and customers to libraries containing files relevant to sales u deals
- D. @mention product managers in chatter posts on relevant sales deals

Answer: A,C

### NEW QUESTION # 134

Universal Containers wants customers to have the ability to log cases with structured data and route based on Urgency and Product Line.

How should a Consultant accomplish this?

- A. Omni-Channel with prioritized queues
- B. Standard Web-to-Case with assignment rules
- C. Lightning Email with web routing prioritization
- D. Standard Email-to-Case with assignment rules

Answer: D

### NEW QUESTION # 135

Universal Containers is creating a new program to allow customers to pay for large orders over the course of 1 to 3 years in monthly instalments beginning in the month the products are sold. The admin needs to configure Sales Cloud to accommodate the new pricing terms and to help the finance department forecast easily.

What should the consultant recommend meeting the requirement?

- A. Create a Process Builder to create an Order for each instalment payment.
- B. Set the default quantities to 12, 24, and 36 in a new Price Book for instalment sales.
- C. Use Revenue Schedules to capture instalment payment plan details for each Product.
- D. Add a custom field to the Quotes object to capture the number of instalments.

Answer: C

### NEW QUESTION # 136

Universal Containers currently uses the customizable forecasting feature. A sales representative at Universal Containers has four opportunities for the current quarter that are detailed below:

\$3,500 opportunity in the Best Case forecast category

\$2,000 opportunity in the Commit forecast category

\$1,000 opportunity that has been closed/won

\$1,000 opportunity that has been lost

What are the sales representatives Best Case forecast for the current quarter?

- A. \$2,000
- B. \$3,500
- C. \$5,500
- D. \$6,500

Answer: D

### NEW QUESTION # 137

Which two capabilities of Lightning Knowledge ensure accurate content in Articles? Choose 2 answers

- A. Knowledge Action to Publish an Article once the Article is approved.
- B. Approval Process that assigns an Article to a Reviewer Queue.
- C. Validation Rules for article record types to verify all fields during creation.
- D. Data Category to assign an article record type to a Reviewer.

**Answer: B,C**

### NEW QUESTION # 138

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