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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q130-Q135):

### NEW QUESTION # 130

Which of the following describes the Stage field?

- A. Identifies where a deal is in relation to actually being closed.
- B. Determines the row in your Forecast where the amount will be aggregated.
- C. The numeric prediction that the revenue from an opportunity will be realized

Answer: A

### NEW QUESTION # 131

The Support Manager at Universal Containers is getting inaccurate agent performance reports. After researching the data, the Salesforce Administrator has identified hundreds of cases that are closed, but still owned by a queue.

Which two solutions should a Consultant recommend to correct this problem? Choose 2 answers

- A. Create a Process Builder and Flow to change the owner on closed cases.
- B. Create a case assignment rule to ensure cases are owned by a user when closed.
- C. Create a case validation rule to ensure cases are owned by a user when closed.
- D. Use a data tool to update the owner field on closed cases.

**Answer: B,D**

### NEW QUESTION # 132

CORRECT TEXT

How would you track campaign influence?

**Answer:**

Explanation:

1. Auto set influence of a campaign to an opportunity
2. Associate influential campaigns (to contact role) on opppty prior to close date
3. Measure influence timeframe (max #days between campaign first associated date and oppty create date)

### NEW QUESTION # 133

Cloud Kicks (CK) wants to migrate a data file containing 8,000 leads from a legacy system into Salesforce.

Many of the lead owners have left the company, so CK wants to populate the Lead Owner field for these records using the active assignment rule.

Which two tools should a consultant recommend to meet the requirement?

Choose 2 answers

- A. Data Import Wizard
- B. .Scheduled Apex
- C. .dataloader.io
- D. Data Loader

**Answer: A,D**

Explanation:

The Data Import Wizard and the Data Loader are both tools that can import data into Salesforce and assign records to a queue or run an active assignment rule<sup>1</sup>. The Data Import Wizard can import up to 50,000 records at a time, while the Data Loader can import up to 5 million records at a time<sup>2</sup>. Both tools can also prevent duplicates by matching records based on external IDs or Salesforce record IDs<sup>3</sup>.

### NEW QUESTION # 134

Sales management needs to measure sales performance by comparing the amount of business closed by each sales representative against assigned quotas. Which metric will provide the required data? Select two answers.

- A. Number of opportunities in the forecast by sales representative
- B. Quarterly forecast summary by sales representative
- C. Percentage of quota attained by sales representative
- D. Percentage of closed opportunities by sales representative

**Answer: B,C**

## NEW QUESTION # 135

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