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Salesforce Certified Sales Cloud Consultant Sample Questions (Q187-Q192):

NEW QUESTION # 187

Universal Containers' customer service technicians need to access the following information while at a customer site complete the service call: - Customer order history - Level of contracted support - List of replaceable parts Which system can Salesforce integrate with to retrieve this information and makes it available to technicians in the field?

- A. A third-party mobile application platform
- B. A knowledge management system
- C. An enterprise resource planning system
- D. A workforce management system

Answer: C

NEW QUESTION # 188

During the Discovery phase of a project, which three steps should a consultant complete to prepare for a successful engagement?
Choose 3 answers

- A. Create implementation plan.
- B. Set project milestones.
- C. Establish project goals.
- D. Define success metrics.
- E. Define sales processes.

Answer: C,D,E

Explanation:

These are three steps that a consultant should complete to prepare for a successful engagement during the Discovery phase of a project. Establishing project goals can help align the expectations and priorities of the stakeholders and the project team, and provide a clear direction for the project. Defining sales processes can help understand the current and desired state of the customer's business operations, and identify the gaps and opportunities for improvement. Defining success metrics can help measure the impact and value of the project, and evaluate the progress and outcomes of the project. Verified References:

* <https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf> (page 18)

* https://trailhead.salesforce.com/en/content/learn/modules/consulting_skills_for_salesforce_professionals/d

NEW QUESTION # 189

Which of the following statements about Standard and Custom Price Books are accurate? (Select all that apply)

- A. A Standard Price Book includes a master list of all Products with their associated Standard Prices.
- B. A Custom Price Book includes a master list of all Products with their associated Custom Prices.
- C. A Custom Price Book is a subset of the Products listed in the Standard Price Book.

Answer: A,C

NEW QUESTION # 190

A strong pipeline requires sales and marketing alignment. Which of the following example describes a need for sales and marketing alignment?

- A. As business matures, it becomes difficult to identify right prospects
- B. Campaigns are launched without communicating the follow-up plan
- C. Leads are qualified but not routed to the right people
- D. Leads are tracked in separate systems, not accessible by all

Answer: B

NEW QUESTION # 191

Universal Containers (UC) hired a consulting company to implement Sales Cloud. This will be the third CRM application UC has used in the past 5 years. Employees have failed to adopt the previous two applications.

Which step should be part of UC's plan to help drive adoption of Sales Cloud?

- A. Identify change management champions.
- B. Revoke user access to legacy systems.
- C. Implement User Acceptance Testing (UAT).

Answer: A

Explanation:

To drive adoption of Sales Cloud, Universal Containers (UC) should include the identification of change management champions as part of their plan. Change management champions are influential employees who can advocate for the new system, provide support to their peers, and help overcome resistance to change. Their involvement is crucial in promoting user adoption by demonstrating the benefits of the new CRM system and encouraging others to embrace it. According to Salesforce best practices, having internal advocates can significantly improve the success rate of CRM implementations.

NEW QUESTION # 192

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