

# Three Main Formats of Salesforce Sales-Con-201 Practice Test Material

---

## Salesforce MCC-201 Practice Questions

### Link Your Salesforce Data using Marketing Cloud Connect

Order our MCC-201 Practice Questions Today and Get Ready to Pass with Flying Colors!



### MCC-201 Practice Exam Features | QuestionsTube

- Latest & Updated Exam Questions
- Subscribe to FREE Updates
- Both PDF & Exam Engine
- Download Directly Without Waiting

<https://www.questiontube.com/exam/mcc-201/>

At QuestionsTube, you can read MCC-201 free demo questions in pdf file, so you can check the questions and answers before deciding to download the Salesforce MCC-201 practice questions. These free demo questions are parts of the MCC-201 exam questions. Download and read them carefully, you will find that the MCC-201 test questions of QuestionsTube will be your great learning materials online. Share some MCC-201 exam online questions below.

1. A customer wants to limit the number of emails a subscriber receives to a maximum of one email

According to different kinds of questionnaires based on study condition among different age groups, our Sales-Con-201 test prep is totally designed for these study groups to improve their capability and efficiency when preparing for Salesforce Certified Sales Cloud Consultant Sales-Con-201 Exams, thus inspiring them obtain the targeted Salesforce Sales-Con-201 certificate successfully.

It is known to us that our Sales-Con-201 study materials are enjoying a good reputation all over the world. Our study materials have been approved by thousands of candidates. You may have some doubts about our product or you may suspect the pass rate of it, but we will tell you clearly, it is totally unnecessary. If you still do not trust us, you can choose to download demo of our Sales-Con-201 Test Torrent. Now I will introduce you our Salesforce Certified Sales Cloud Consultant exam tool in detail, I hope you will like our product.

>> **Sales-Con-201 Latest Test Preparation** <<

## Sales-Con-201 Latest Exam Notes, Valid Dumps Sales-Con-201 Files

The Sales-Con-201 exam questions by experts based on the calendar year of all kinds of exam after analysis, it is concluded that conforms to the exam thesis focus in the development trend, and summarize all kind of difficulties you will face, highlight the user review must master the knowledge content. Our Salesforce Certified Sales Cloud Consultant study question has high quality. So there is all effective and central practice for you to prepare for your test. With our professional ability, we can accord to the necessary testing points to edit Sales-Con-201 Exam Questions. It points to the exam heart to solve your difficulty.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q60-Q65):

### NEW QUESTION # 60

The consultant at Cloud Kicks has successfully implemented Einstein Lead Scoring. The VP of sales wants to see the effectiveness of this new functionality.

What should the consultant do to fulfill this request?

- A. Add the Einstein prediction column to the forecast list view.
- **B. Add a standard dashboard for Sales Cloud Einstein.**
- C. Create a custom report type for Sales Cloud Einstein records.

**Answer: B**

Explanation:

To demonstrate the effectiveness of Einstein Lead Scoring, using the standard dashboard for Sales Cloud Einstein is ideal. Salesforce provides pre-configured Einstein dashboards that visualize the impact of AI- driven insights, including lead scoring metrics. These dashboards present data such as lead conversion likelihood and lead score distributions, allowing the VP of Sales to monitor how well the leads are being scored and prioritized by Einstein. This dashboard provides real-time insights without requiring custom report types, making it a straightforward solution for tracking the effectiveness of this functionality within Sales Cloud

### NEW QUESTION # 61

Cloud Kicks wants to send an email notification to the VP of sales whenever any opportunity with an amount of \$100,000 or more reaches a probability of 75% or more.

Which solution should the consultant recommend?

- A. Change the stage on the opportunity.
- B. Create a Lightning Email Template for the opportunity.
- **C. Configure a flow with an email alert for the opportunity.**

**Answer: C**

Explanation:

Using Salesforce Flow to configure an email alert is an effective solution to send notifications based on specific criteria, such as when an opportunity's amount is \$100,000 or more and its probability reaches 75% or higher. In this case, a flow can monitor these conditions and trigger an email alert to notify the VP of Sales.

This approach provides flexibility and ensures that notifications are sent in real-time when opportunities meet the specified conditions. For guidance on setting up email alerts with Salesforce Flow, see: Salesforce Flow Email Alerts.

### NEW QUESTION # 62

Sales reps at Universal Containers receive leads that are generated from various channels. Lead quality varies greatly. Sales managers want the sales reps to focus on the leads most likely to result in a sale.

What should the consultant recommend to meet this requirement?

- A. Implement lead assignment rules.
- B. Create list views to filter on each lead source.
- **C. Implement a lead scoring strategy.**

**Answer: C**

Explanation:

A lead scoring strategy helps prioritize leads based on their likelihood of conversion, allowing sales reps to focus on high-quality leads that are more likely to result in sales. Salesforce provides tools such as Einstein Lead Scoring, which can automate this process using AI to analyze lead attributes and behaviors, giving each lead a score that reflects its quality. This strategy supports sales managers' goals of improving focus and efficiency in handling leads from various sources.

### NEW QUESTION # 63

Sales stages are shared between sales methodologies at Cloud Kicks. There are three product lines with unique sales

methodologies. A few sales stages overlap between the three product lines.  
What should the consultant do?

- **A. Create three sales processes.**
- B. Create three opportunity stages.
- C. Create three account teams.

**Answer: A**

Explanation:

In Salesforce, when there are multiple sales methodologies that utilize different sales stages, it is best practice to create separate sales processes for each methodology. Since Cloud Kicks has three distinct product lines with unique sales methodologies and some overlapping sales stages, creating three separate sales processes allows each product line to have a tailored approach. Each sales process can be customized to include only the relevant sales stages for that methodology, ensuring clarity for sales reps and proper reporting for each product line.

For more on setting up sales processes, refer to Salesforce documentation: Sales Process Creation and Management.

Cloud Kicks has three product lines, each with unique sales methodologies, but some sales stages overlap between them. To accommodate this, the consultant should create three sales processes.

Key Points:

\* Sales Processes in Salesforce:

\* A sales process in Salesforce defines the stages that are available for opportunities in a particular sales methodology.

\* By creating multiple sales processes, each can have a tailored set of stages relevant to the specific product line.

\* Shared Sales Stages:

\* Since some stages overlap, these can be included in multiple sales processes.

\* This approach avoids redundancy by reusing common stages across different processes.

\* Opportunity Record Types:

\* Each sales process can be associated with an opportunity record type.

\* Record types allow different page layouts and picklist values, enabling customization for each product line.

\* Benefits:

\* Provides clarity for sales reps by showing only relevant stages for each product line.

\* Enhances reporting and forecasting accuracy by aligning stages with specific sales methodologies.

Why Other Options Are Less Suitable:

\* A. Create three account teams:

\* Account teams are used to define groups of users working on an account. They are not related to defining sales stages or processes.

\* B. Create three opportunity stages:

\* Creating only three opportunity stages would not accommodate the unique sales methodologies or overlapping stages. It oversimplifies the requirement.

Salesforce Sales Cloud References:

\* Defining Sales Processes: Salesforce Help - Define Sales Processes

\* Opportunity Record Types and Sales Processes: Salesforce Help - Customize Opportunity Stages

\* "You can create different sales processes that include some or all of the picklist values for the Stage field."

\* Benefits of Multiple Sales Processes:

\* Allows customization of the sales cycle for different products or business lines.

\* Improves user experience by simplifying the picklist options relevant to each process.

By creating three sales processes, Cloud Kicks can effectively manage unique sales methodologies for each product line while accommodating overlapping sales stages.

#### **NEW QUESTION # 64**

A consultant has conducted discovery sessions with Cloud Kicks stakeholders and is ready to begin gathering use cases for deal processes.

Which group should provide content for the use cases?

- A. Finance team
- B. Leadership team
- **C. Business development team**

**Answer: C**

Explanation:

The business development team is typically involved directly with deal processes, as they are responsible for prospecting and managing new business opportunities. They have first-hand insights into the workflows, challenges, and interactions that are part of the sales process. Gathering use cases from the business development team ensures that the implemented solution will address the actual needs and scenarios encountered during sales activities.

According to Salesforce's best practices, involving the business development team helps align the solution with real-world practices and provides actionable insights to build effective deal processes.

## NEW QUESTION # 65

.....

We can calculate that Salesforce Certified Sales Cloud Consultant (Sales-Con-201) certification exam is the best way by which you can learn new applications, and tools and mark your name in the list of best employees in your company. You don't have to be dependent on anyone to support you in your professional life, but you have to prepare for DumpStillValid real Salesforce Certified Sales Cloud Consultant (Sales-Con-201) exam questions.

**Sales-Con-201 Latest Exam Notes:** <https://www.dumpstillvalid.com/Sales-Con-201-prep4sure-review.html>

Are you ready for Sales-Con-201 exam test, The charging platforms the Sales-Con-201 trusted exam resource cooperated are all with high reputation in the international and own the most reliable security defense system, Salesforce Sales-Con-201 Latest Test Preparation 9000 candidates choose us and pass exams every year, why are you still hesitating, Now our company can provide you the Sales-Con-201 practice exam dumps pdf and practice exam online so that you can pass exams and get a Sales-Con-201 certification.

We hope you will use our Sales-Con-201 exam prep with a happy mood, and you don't need to worry about your information will be leaked out, This can be especially helpful with financial data or a table of contents when tabs are set very wide.

## Pass Guaranteed First-grade Salesforce Sales-Con-201 - Salesforce Certified Sales Cloud Consultant Latest Test Preparation

Are you ready for Sales-Con-201 Exam Test, The charging platforms the Sales-Con-201 trusted exam resource cooperated are all with high reputation in the international and own the most reliable security defense system.

9000 candidates choose us and pass exams Sales-Con-201 every year, why are you still hesitating, Now our company can provide you the Sales-Con-201 practice exam dumps pdf and practice exam online so that you can pass exams and get a Sales-Con-201 certification.

We will send our product by mails in 5-10 minutes.

- Pass Guaranteed Quiz Salesforce - Sales-Con-201 - Salesforce Certified Sales Cloud Consultant Newest Latest Test Preparation  Go to website  [www.examcollectionpass.com](http://www.examcollectionpass.com)   open and search for ▶ Sales-Con-201 ◀ to download for free  Sales-Con-201 Examcollection Dumps
- New Sales-Con-201 Test Experience  Sales-Con-201 Practice Exams  Sales-Con-201 Examcollection Dumps  Search for ▶ Sales-Con-201 ◀ and download it for free on ➡ [www.pdfvce.com](http://www.pdfvce.com)  website  New Sales-Con-201 Exam Review
- New Sales-Con-201 Braindumps Sheet  Latest Sales-Con-201 Exam Forum  Sales-Con-201 Test Cram  Simply search for ➡ Sales-Con-201  for free download on 「 [www.troytecdumps.com](http://www.troytecdumps.com) 」  Sales-Con-201 Reliable Exam Materials
- Sales-Con-201 Reliable Exam Materials  Reliable Sales-Con-201 Test Answers  Sales-Con-201 New Braindumps Files  Immediately open ➡ [www.pdfvce.com](http://www.pdfvce.com)  and search for  Sales-Con-201  to obtain a free download   Sales-Con-201 Examcollection Dumps
- Use Genuine Salesforce Sales-Con-201 Questions for your Exam Preparation  Search for ➡ Sales-Con-201   and obtain a free download on ✨ [www.torrentvce.com](http://www.torrentvce.com)  ✨   New Sales-Con-201 Exam Review
- Sales-Con-201 PDF Dumps Files  Latest Sales-Con-201 Exam Answers  Latest Sales-Con-201 Exam Forum  The page for free download of 「 Sales-Con-201 」 on  [www.pdfvce.com](http://www.pdfvce.com)  will open immediately  New Sales-Con-201 Braindumps Sheet
- New Sales-Con-201 Test Experience  New Sales-Con-201 Braindumps Sheet  Sales-Con-201 PDF Dumps Files  Download  Sales-Con-201   for free by simply searching on ▶ [www.testkingpass.com](http://www.testkingpass.com) ◀  Sales-Con-201 New Braindumps Files
- Use Pdfvce Salesforce Sales-Con-201 Desktop Practice Exam Software Without Internet  Search for ➡ Sales-Con-201  and download it for free on ➡ [www.pdfvce.com](http://www.pdfvce.com)   website  New Sales-Con-201 Exam Review

