

Sales-Cloud-Consultant–100% Free Vce Download | Perfect Accurate Salesforce Certified Sales Cloud Consultant Answers



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The Sales Cloud Consultant exam is a rigorous, two-hour test that consists of 60 multiple-choice questions. Sales-Cloud-Consultant

Exam covers a range of topics, including sales process design, implementation of Sales Cloud solutions, data management and security, and collaboration and communication.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q54-Q59):

NEW QUESTION # 54

To properly plan for company growth, Cloud Kicks needs to track monthly revenue projections from the sales of its annual Subscription service.

How should the Consultant configure Salesforce to support this reporting need?

- A. Opportunity Products with formula fields for each month's value
- B. Opportunity Dashboard showing Opportunities Closed each month
- C. Opportunity Dashboard showing Products sold each month
- **D. Opportunity Products with monthly Product Schedules**

Answer: D

NEW QUESTION # 55

Cloud Kicks uses channel partners for selling and servicing its "Shoe of the Month" club. As the number of Leads has increased, Cloud Kicks has seen a decrease in partner satisfaction regarding the quality of Leads, and a noticeable decrease in the Lead conversion rate. What can be done to increase partner satisfaction with the Leads being shared?

- **A. Configure a custom lead score field to assess Lead quality, that assign the Leads that exceed this score to partners**
- B. Utilize the Partner Lead Validator to populate a Lead store and assign to a partner channel queue
- C. Utilize the lead score on the Find Duplicates button, and then assign the Leads with a score in the high category
- D. Configure a cross-object validation rule to ensure that all fields on the Lead record are populated with data.
- E. Configure Einstein Insights prior to Leads routing to the partner channel.

Answer: A

NEW QUESTION # 56

If you are using multiple currencies are you able to track revenue gain or loss based on currency fluctuations?

Answer:

Explanation:

No. Historical changes and fluctuations are not stored.

NEW QUESTION # 57

Sometimes, sales reps need to create contacts without accounts based on business processes.

What should the consultant take into consideration about these contacts?

- A. Contacts without accounts need to be shared through sharing rules
- B. Contacts without accounts are shared through the Role Hierarchy.
- C. Contacts without accounts need to be manually shared.
- **D. Contacts without accounts are private and only the owner and admin can view them.**

Answer: D

NEW QUESTION # 58

UC requires credit checks for all opportunities greater than \$50000. The credit management team members are all Salesforce users. What should a consultant recommend to notify the credit manager that an opportunity needs a credit check?

- A. Use workflow to assign a task to the credit manager user.
- B. Use a validation rule to send an email to the credit manager role.

- C. Use workflow to send an email to the credit manager profile.
- D. Use an Apex trigger to create a task for the credit manager user.

Answer: D

NEW QUESTION # 59

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It is well known that the best way to improve your competitive advantages in this modern world is to have the Sales-Cloud-Consultant certification, such as graduation from a first-tier university, fruitful experience in a well-known international company, or even possession of some globally recognized Sales-Cloud-Consultant certifications, which can totally help you highlight your resume and get a promotion in your workplace to a large extent. As a result, our Sales-Cloud-Consultant Study Materials raise in response to the proper time and conditions while an increasing number of people are desperate to achieve success and become the elite.

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