

Valid Sales-Cloud-Consultant Exam Questions & Sales-Cloud-Consultant Exam Sample



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This is a desktop-based Sales-Cloud-Consultant practice exam software that doesn't require an internet connection except for license validation during purchase. The software provides Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) practice exams that are customizable, helping students prepare for the actual Sales-Cloud-Consultant Exam. The team updates the Salesforce Sales-Cloud-Consultant tests regularly and is available 24/7 to address any issues. Assessment records are saved for easy tracking. Windows computers support the desktop Salesforce Sales-Cloud-Consultant practice exam software.

Salesforce Sales-Cloud-Consultant exam consists of 60 multiple-choice questions, which need to be answered within 105 minutes. Sales-Cloud-Consultant exam covers a variety of topics such as sales methodologies, lead management, opportunity management, forecasting, and reporting. Candidates need to demonstrate their knowledge of Salesforce Sales Cloud features, such as account and contact management, collaboration, automation, and mobile access. Sales-Cloud-Consultant exam also assesses candidates' ability to design and implement a Sales Cloud solution that meets business requirements.

Salesforce Sales-Cloud-Consultant Certification Exam is designed for professionals who want to showcase their expertise in sales and customer relationship management (CRM) using the Salesforce Sales Cloud platform. Salesforce Certified Sales Cloud Consultant certification is ideal for sales professionals, consultants, and business analysts who work with Salesforce Sales Cloud on a regular basis. Candidates who pass the exam demonstrate their ability to implement, configure, and manage Sales Cloud solutions that drive sales and customer success.

Salesforce Sales-Cloud-Consultant Certification Exam is designed to validate the skills and knowledge of professionals who work as sales cloud consultants. Candidates who pass Sales-Cloud-Consultant exam earn the Salesforce Certified Sales Cloud Consultant credential, which is recognized globally and highly regarded in the industry. Salesforce Certified Sales Cloud Consultant certification demonstrates that the candidate has the expertise necessary to design and implement sales solutions on the Salesforce platform, including configuring and managing the sales process, designing and implementing sales automation, and integrating with other systems.

>> Valid Sales-Cloud-Consultant Exam Questions <<

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q74-Q79):

NEW QUESTION # 74

You can track only Assets sold by your company.

- A. False
- B. True

Answer: A

NEW QUESTION # 75

Northern Trail Outfitters (NTO) has recently started using forecasting in collaboration with sales stages to better understand pipeline. All sales reps have submitted their forecasting numbers for approval. The VP of sales is reviewing the forecast and sees that the open opportunity pipeline report contains a total of \$25,000. The VP of sales then notices that there is \$15,000 that is not included in the pipeline forecast summary. What should a consultant suggest as a possible reason for exclusion?

- A. The \$15,000 is business that is too new and has been assigned to the Omitted forecast category
- B. The \$15,000 is business that is in the Best case category, which is excluded from the pipeline forecast summary
- C. The \$15,000 is business that had already been lost and, therefore, is excluded from the pipeline forecast summary
- D. The \$15,000 is business that is in the commit category, which is excluded from the pipeline forecast summary*

Answer: C

NEW QUESTION # 76

Universal Computing is planning to implement salesforce sales cloud to support its professional services division. The universal computing sales team wants to easily see customer purchasing activity on account, contact, and contract detail pages. What should a consultant recommend to meet this requirement?

- A. Enable salesforce console for sales to see customer purchasing activity
- B. Create a global publisher action to view all customer purchasing activity
- C. Create a custom object related to the account, contact and contract objects.
- D. Enable the orders object in salesforce to track customer purchases

Answer: D

NEW QUESTION # 77

Match the following loading option to the description of when to use it. "Manual Entry"

- A. Becky wants to load all her 65,000 contact records.
- B. Brian wants to consolidate all his accounts from several systems.
- C. Bill wants to load 20,000 lead records.
- D. Berta wants to keep a separate system as her "system of record"
- E. Bob wants to load a single account record.

Answer: E

NEW QUESTION # 78

Universal Containers acquires sales leads each year through trade show attendance by its sales and marketing employees. Occasionally, duplicate leads are generated when the marketing team imports leads that already exist in the system. What should a

consultant recommend to prevent duplicate leads in the system?

- A. Upload leads using Lead Import wizard and select the appropriate field to match duplicates against existing records
- B. Upload leads using Data Loader and enable "Find Duplicate" setting to prevent duplicates
- C. Upload leads to Data.com to remove duplicates and select the option to have them automatically imported
- D. Upload leads and click "Find Duplicates" button for each lead record to identify potential duplicate lead

Answer: A

NEW QUESTION # 79

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As the quick development of the world economy and intense competition in the international, the world labor market presents many new trends: company's demand for the excellent people is growing. As is known to us, the Sales-Cloud-Consultant certification is one mainly mark of the excellent. If you want to improve your correct rates of exam, we believe the best method is inscribed according to the fault namely this in appearing weak sports, specific aim ground consolidates knowledge is nodded. Our Sales-Cloud-Consultant Guide Torrent will help you establish the error sets. We believe that it must be very useful for you to take your exam, and it is necessary for you to use our Sales-Cloud-Consultant test questions.

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