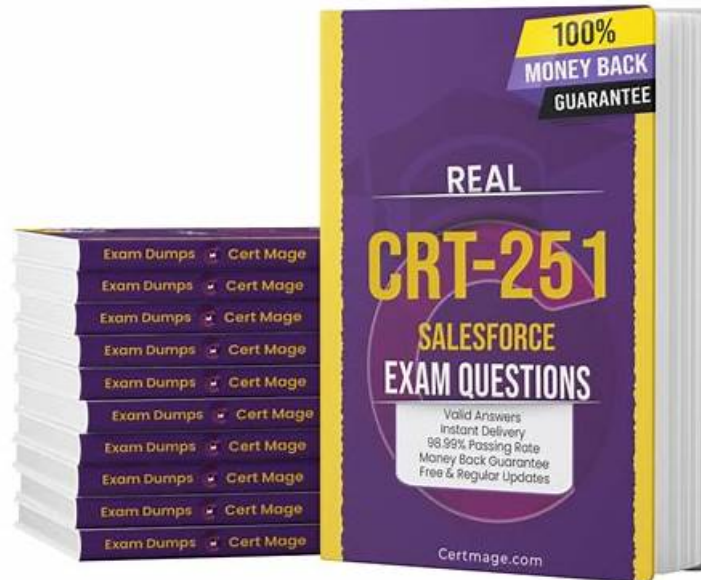


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q39-Q44):

NEW QUESTION # 39

Cloud Kicks has completed the discovery stage and leadership has aligned on the project's business goals. What should the consultant formalize with stakeholders before moving on to the next project stage?

- A. Create user stories to present for prioritization.
- **B. Define key metrics to identify how success will be measured.**
- C. Onboard team members to start development of the solution.

Answer: B

Explanation:

Before advancing from the discovery phase, it's essential to have a clear understanding of how success will be evaluated. By formalizing key metrics with stakeholders, Cloud Kicks can ensure that all parties agree on what constitutes project success. This step aligns with Salesforce best practices, as it helps maintain focus on business goals throughout the project lifecycle and provides measurable benchmarks for tracking progress and outcomes.

The Salesforce project management guidelines emphasize that defining metrics at this stage is critical to guiding the implementation process, assessing the impact of Sales Cloud, and ensuring alignment between the solution and business objectives.

NEW QUESTION # 40

Northern Trail Outfitters had issues with its last two Salesforce deployments, both of which caused system downtimes that exceeded planned estimates. The CIO asked a consultant to develop a Risk Register to identify and mitigate these types of issues with future deployments. The CIO asked the consultant to log the two previously known issues as a starting point for the register.

In which Risk category do these system downtime issues fall?

- A. Operational Risk
- **B. Technical Risk**
- C. Compliance Risk

Answer: B

Explanation:

System downtimes during deployments are typically categorized under Technical Risk. This is because technical risks encompass issues related to the system's infrastructure, software bugs, and overall technical challenges that can disrupt system performance and availability. In this case, the system downtimes that occurred during the Salesforce deployments were due to technical problems, such as possible software malfunctions or integration issues, that led to unplanned outages. These types of risks are critical to identify and mitigate in future deployments to ensure system stability and availability.

NEW QUESTION # 41

A sales rep at Cloud Kicks must have access to all child accounts of the accounts they own. The organization-wide default setting for Account Is Private.

What happens if a sales rep has access to a parent account?

- **A. Access to child account records Is granted via the Account Hierarchy.**
- B. Access to child account records needs to be shared manually.
- C. Access to child account records is controlled by default Account Teams.

Answer: A

NEW QUESTION # 42

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

What should the consultant configure to meet this requirement?

- A. Opportunity dashboard showing products sold each month
- B. Opportunity products with formula fields for each month's value
- **C. Opportunity products with monthly product Schedules**
- D. Opportunity dashboard showing opportunities closed each month

Answer: C

NEW QUESTION # 43

During end-to-end testing, the test users log issues stating that the solution is not working according to what they expected. The stakeholders have signed off on the solution. What should a Consultant do to remedy this?

- A. Address these issues during the sign-off stage.
- B. Set up meeting with test users and do a requirements workshop.
- C. Revise the solution to meet the needs of the test users and develop training materials for the full team.
- D. Contact key stakeholders to determine if a change to the requirements is necessary.

Answer: D

NEW QUESTION # 44

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