

Sales-Cloud-Consultant Examcollection Vce - Valid Sales-Cloud-Consultant Test Voucher



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Certification Path

There is no prerequisite for this exam.

Salesforce Sales Cloud Consultant certification is an advanced level certification designed for professionals who specialize in sales and customer relationship management (CRM) using Salesforce. Salesforce Certified Sales Cloud Consultant certification is recommended for individuals who have experience in implementing Salesforce Sales Cloud solutions and are looking to further enhance their skills and knowledge in this domain. Sales-Cloud-Consultant Exam Tests candidates on their ability to design, implement, and manage complex Salesforce Sales Cloud solutions that meet the needs of diverse business environments.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q53-Q58):

NEW QUESTION # 53

Arrange the steps to set a pass code, in the correct order (using Salesforce Classic).

- A. Ensure that the Salesforce Classic application is installed and all your Sales force records are downloaded to your device
- B. Enter your pass code when prompted to create a pass code
- C. Enter your pass code again for confirmation

Answer: A,B,C

NEW QUESTION # 54

Cloud Kicks (CK) has implemented different sales stages across its varied product lines. CK wants to deploy Collaborative Forecasting to all sales users.

Which two statements should a consultant consider when enabling forecasting? Choose 2 answers

- A. Multiple Forecast Types must be created and activated.
- B. The Forecast tab should be visible to easily view the forecasts.
- C. Opportunity Splits must be enabled at the same time.
- D. A Single Category or Cumulative Forecast Rollup should be defined.

Answer: B,D

NEW QUESTION # 55

UC has enabled advanced currency Management. How the converted amount data reported on a report that specific time period when the exchange rates was different.

- A. Converted amount are based on the exchange rates entered in the opportunity
- B. Converted amount are based on exchange rates that use most current entry
- C. Converted amount are based on the historical exchange rate associated with the close date
- D. Converted amount are based on exchange rates that use the oldest entry

Answer: C

NEW QUESTION # 56

Northern Trail Outfitters (NTO) sells products that require frequent collaboration with the same team of individuals who play a key role in closing deals. The lead sales representative determines the level of access for each of the collaborating team members on the opportunity. What solution should the consultant recommend to facilitate the collaboration of the lead sales representative and team members?

- A. Create a public groups for extended team members and allow the sales representative to assign manual sharing on their opportunities.
- B. Configure default opportunity teams for all lead sales representatives with team selling enabled
- C. Define a sharing rule for each lead sales representative to assign appropriate access for all extended team members
- D. Enable chatter to have the lead sales representative facilitate collaboration through sales team sharing

Answer: B

NEW QUESTION # 57

Universal Containers is undergoing a sales reorganization and wants to enable territory management. What should Universal Containers review before enabling territory management?

Choose 2 answers

- A. Quotes and orders
- B. Account and opportunity sharing

- Answer: B,D**

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