

Sales-Con-201 Pdf Braindumps, Sales-Con-201 Mock Test

Paper Code: BMAGD 201 - Advanced Graphic and Web Design
Duration 3 hrs

Group-A (Very Short Answer Type Question)

1. Answer any ten of the following. [1 x 10 = 10]

- I. Which kind of Grid is used mostly in E-Commerce websites?
- II. Balance, movement, contrast are _____ of design.
- III. Name the first western book printed using movable type-using a two-column grid.
- IV. Write the Golden Ratio.
- V. What are Spatial Zones in Grid System?
- VI. Name the Protocol that sets rules for handling, sending and receiving of email.
- VII. State the use of gutters in an UI grid.
- VIII. In which unit is a font measured?
- IX. What is the area around positive space, usually the background, known as?
- X. Name the first western book printed using movable type-using a two-column grid.
- XI. Mention two examples of Top Level Domain name.
- XII. State the use of "SRC" attribute in HTML page.

Group-B (Short Answer Type Question)

Answer any three of the following. [5 x 3 = 15]

2. What is Scope Creep and how can it be avoided?
3. Differentiate between UI and UX.
4. What is meant by Visual Weight in graphic design?
5. Describe Protocols.
6. How is Typography for print is different from Typography for web?

Group-C (Long Answer Type Question)

Answer any three of the following. [15 x 3 = 45]

7. Describe the techniques for incorporating animations and dynamic elements into web design.
8. Explain Domain Name System.
9. Write a note on Visual Direction.
10. How is Visual Balance achieved in a composition? Why is it important?
11. Explain the difference between Negative and Positive Space. How can careful use of Negative Space transform your design?

P.S. Free 2026 Salesforce Sales-Con-201 dumps are available on Google Drive shared by DumpTorrent:
<https://drive.google.com/open?id=1B7UPlAkpZoFyyVl14zVVRwMxqNm5SkG2>

Our Sales-Con-201 study questions will update frequently to guarantee that you can get enough test banks and follow the trend in the theory and the practice. That is to say, our Sales-Con-201 training materials boost many advantages and to gain a better understanding of our Sales-Con-201 Guide Torrent. It is very worthy for you to buy our Sales-Con-201 practice guide and please trust us. If you still can't fully believe us, please read the introduction of the features and the functions of our Sales-Con-201 learning questions.

Customizable practice tests comprehensively and accurately represent the actual Professional Salesforce Sales-Con-201 Certification Exam pattern. Many students have studied from product and passed the Salesforce Certified Sales Cloud Consultant (Sales-Con-201) test with ease. Our customers can receive questions updates for up to 1 year after purchasing the product. These free updates of questions will help them to prepare according to the latest syllabus.

>> Sales-Con-201 Pdf Braindumps <<

Free PDF Quiz 2026 Salesforce Sales-Con-201: Salesforce Certified Sales Cloud Consultant – The Best Pdf Braindumps

As is known to us, a good product is not only reflected in the strict management system, complete quality guarantee system but also the fine pre-sale and after-sale service system. In order to provide the best Sales-Con-201 study materials for all people, our

company already established the integrate quality manage system, before sell serve and promise after sale. If you buy the Sales-Con-201 Study Materials from our company, we can make sure that you will have the right to enjoy the 24 hours full-time online service.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q61-Q66):

NEW QUESTION # 61

Cloud Kicks wants its sales operations team to place orders United States customers in Sales Cloud. The sales ops team needs calculate sales tax on the orders. Sales tax is a complex calculation based on tax law that may change at any time.

What should the consultant recommend to meet the requirement?

- **A. An app from AppExchange**
- B. formula field on the Order object
- C. screen flow for orders

Answer: A

Explanation:

For calculating complex sales tax that varies based on tax law, an app from the Salesforce AppExchange is the most effective solution. Here's why:

* **Complexity of Tax Calculation:** Sales tax calculations can be intricate, especially in the United States, where tax rates and regulations differ by state, county, and sometimes city. Using an AppExchange app designed for tax calculations ensures compliance with these frequently changing laws without manual updates.

* **Real-Time Updates:** Many AppExchange apps are specifically built to handle tax calculations and stay up-to-date with changes in tax regulations. These apps often have partnerships with tax authorities or access to updated databases, ensuring that Cloud Kicks' sales operations team remains compliant.

* **Automation and Integration:** Tax calculation apps from the AppExchange integrate seamlessly with Salesforce Orders, automating the process, reducing errors, and improving efficiency compared to manual calculations or formula fields, which would not account for complex or changing tax rules.

* **References:** Salesforce's AppExchange offers a variety of tax calculation apps like Avalara and TaxJar, which are commonly used for sales tax management. These apps are featured as solutions in Salesforce documentation for handling tax calculations.

In summary, an AppExchange app (Option A) is recommended for automating complex sales tax calculations within Sales Cloud, ensuring accuracy and compliance with evolving tax laws.

NEW QUESTION # 62

A consultant received feedback that various sales teams are providing inconsistent updates to leadership about the progress of deals. What should the consultant recommend for aligning processes and providing more reliable information about the pipeline to leadership?

- **A. Enable Sales Forecasting.**
- B. Customize Sales Path.
- C. Create a Sales Engagement report.

Answer: A

Explanation:

Sales Forecasting in Salesforce is designed to provide sales teams and leadership with a clear, consistent, and reliable view of the sales pipeline. By enabling Sales Forecasting, organizations can align their sales processes, ensuring that sales reps follow a standard methodology for updating deal progress. This helps in generating accurate forecasts based on the data entered by the sales team.

Sales Forecasting also offers detailed insights into expected revenue, deal stages, and close dates, which are crucial for leadership to assess pipeline health and make informed decisions. It allows sales managers to regularly review and adjust forecasts based on real-time data, ensuring that leadership has up-to-date and consistent information about the sales pipeline.

For more on setting up and managing Sales Forecasting, refer to the Salesforce documentation: [Salesforce Forecasting Overview](#).

NEW QUESTION # 63

Universal Containers is growing its international business.

Domestic sales reps believe that the standard price book has too many records reflecting different currencies and country-specific product variations.

What should the consultant recommend to improve usability for sales reps?

- A. Update the product naming conventions to Include the currency In the product name.
- B. Use separate product catalogs for domestic and international customers.
- C. Use custom price books for domestic and International customers.

Answer: C

Explanation:

To improve usability for sales reps and address concerns about the standard price book having too many entries, custom price books tailored for specific markets, such as domestic and international, can streamline the product selection process. Custom price books allow sales reps to view only relevant products and prices based on customer location, reducing complexity and enhancing usability.

* Custom Price Books for Targeted Markets: By creating separate price books, Universal Containers can manage pricing variations by currency or product variations specific to each market, reducing clutter for sales reps.

* Improved Efficiency in Sales Processes: Sales reps can select the appropriate price book for their customer's location, ensuring that only applicable products and prices are displayed, which simplifies product selection and pricing accuracy.

Option A (updating product naming conventions) may not sufficiently address the issue, and Option B (separate product catalogs) would require managing multiple product datasets rather than simply filtering via price books. For more information, see the Salesforce Price Book documentation.

NEW QUESTION # 64

The Northern Trail Outfitters sales team has reported that many of the leads they receive are missing an email address or phone number.

Which approach should a consultant recommend to address this issue?

- A. Create a validation rule that requires a Phone and Email.
- B. Make Phone and Email fields required on the Lead convert form.
- C. Set default values for Phone and Email fields on the Lead object.

Answer: A

Explanation:

To ensure that leads contain essential contact information, such as a phone number or email address, a validation rule can enforce these fields as required when creating a Lead. This approach ensures that incomplete leads are not saved, maintaining data quality.

* Using Validation Rules for Data Completeness: Validation rules can specify that both Phone and Email fields must have values before a record can be saved. This prevents leads from being created with missing key contact information.

* Improving Data Quality at Entry: By enforcing these fields, sales reps can work with complete data, increasing the likelihood of successful follow-up and conversion.

Option A (setting default values) would not enforce field completion, and Option B (requiring on convert form) would not address the issue at the point of lead creation. For more guidance, see the Salesforce Validation Rules documentation.

NEW QUESTION # 65

Cloud Kicks needs to set sales quotas for all sales reps.

Which solution should the consultant consider?

- A. Use the Data Import Wizard.
- B. Enable Forecast Quotas from Setup.
- C. Assign quota values by profile.

Answer: B

Explanation:

To set sales quotas for sales reps, Salesforce provides a feature called Forecast Quotas. By enabling Forecast Quotas from Setup, organizations can define and manage sales quotas for individual sales reps, teams, or territories within the Salesforce Forecasts feature. This allows sales managers to set goals and track sales performance against these quotas.

* Setting Up Forecast Quotas: Once enabled, quotas can be managed from the Forecasts tab, where managers can set monthly or quarterly targets for reps based on their sales expectations.

* Visibility and Tracking: The quota information integrates directly with the Forecasts feature, providing visibility for reps and managers to monitor progress and performance.

Option A (Data Import Wizard) is primarily for importing data, not for setting quotas. Option C (assigning quota by profile) is not

how quotas are assigned in Salesforce; they are set per user or role. For more details, refer to the Salesforce Forecast Quotas documentation.

NEW QUESTION # 66

.....

Our top priority is to help every customer in cracking the Salesforce Certified Sales Cloud Consultant (Sales-Con-201) test. Therefore, we have created these formats so that every applicant can prepare successfully for the Sales-Con-201 exam on the first attempt. We are aware that the cost for the registration of the Salesforce Sales-Con-201 examination is not what everyone can pay. After paying the hefty Sales-Con-201 test registration fee, applicants usually run on a tight budget. This is why DumpTorrent provides you with the Sales-Con-201 real questions with up to 90 days of free updates.

Sales-Con-201 Mock Test: <https://www.dumptorrent.com/Sales-Con-201-braindumps-torrent.html>

One reason why our Sales-Con-201 training materials are so well received by the general public is that the staff of our exam files provide first-class after-sale services for those who have made a purchase for our Sales-Con-201 exam prep. We provide you with free update for 365 days after purchasing Sales-Con-201 exam dumps from us. DumpTorrent Sales-Con-201 Mock Test team of highly qualified trainers and IT professionals shares the passion for quality of all our products, which is reflected in the DumpTorrent Sales-Con-201 Mock Test Guarantee.

What should he do now, The user can't help but see the ad because it breaks the attention flow, One reason why our Sales-Con-201 training materials are so well received by the general public is that the staff of our exam files provide first-class after-sale services for those who have made a purchase for our Sales-Con-201 Exam Prep.

Salesforce Certified Sales Cloud Consultant Vce Torrent & Sales-Con-201 Test Practice Engine & Salesforce Certified Sales Cloud Consultant Latest Test Engine

We provide you with free update for 365 days after purchasing Sales-Con-201 exam dumps from us. DumpTorrent team of highly qualified trainers and IT professionals shares the passion Sales-Con-201 for quality of all our products, which is reflected in the DumpTorrent Guarantee.

Free try out before you purchase, Choose our products, we will provide you the Sales-Con-201 latest exam dumps which is really worth for you to rely on.

- Covers 100% of All Objectives for the Latest Sales-Con-201 Composite Exams. Download Sales-Con-201 for free by simply searching on www.prep4away.com Sales-Con-201 Exam Collection
- Quiz Updated Sales-Con-201 - Salesforce Certified Sales Cloud Consultant Pdf Braindumps Search on www.pdfvce.com for Sales-Con-201 to obtain exam materials for free download Sales-Con-201 Pass Leader Dumps
- Free PDF Quiz 2026 Newest Salesforce Sales-Con-201: Salesforce Certified Sales Cloud Consultant Pdf Braindumps Search for Sales-Con-201 and download it for free immediately on www.examcollectionpass.com Accurate Sales-Con-201 Prep Material
- Pass Guaranteed Quiz High-quality Salesforce - Sales-Con-201 - Salesforce Certified Sales Cloud Consultant Pdf Braindumps www.pdfvce.com is best website to obtain Sales-Con-201 for free download Real Sales-Con-201 Exam Questions
- Sales-Con-201 Latest Test Dumps Sales-Con-201 Latest Test Dumps Sales-Con-201 Exam Answers Go to website www.prepawaypdf.com open and search for **Sales-Con-201** to download for free Sales-Con-201 New Braindumps Sheet
- Sales-Con-201 Pdf Braindumps - Latest Mock Test Ensure you High Pass Rate for Sales-Con-201: Salesforce Certified Sales Cloud Consultant Easily Search for Sales-Con-201 on **www.pdfvce.com** immediately to obtain a free download Sales-Con-201 Reliable Exam Materials
- Accurate Sales-Con-201 Prep Material Sales-Con-201 Valid Exam Dumps Authentic Sales-Con-201 Exam Questions Search for (Sales-Con-201) and easily obtain a free download on www.pass4test.com Sales-Con-201 Valid Exam Dumps
- Free PDF Salesforce - Sales-Con-201 - Efficient Salesforce Certified Sales Cloud Consultant Pdf Braindumps Open www.pdfvce.com enter Sales-Con-201 and obtain a free download Sales-Con-201 Latest Test Simulator
- New Sales-Con-201 Dumps Free Pdf Sales-Con-201 Version Sales-Con-201 Test Questions Pdf Search for Sales-Con-201 and obtain a free download on www.troytecdumps.com Pdf Sales-Con-201 Version

