完璧なSales-Con-201資格復習テキスト &合格スムーズSales-Con-201問題集無料 |有効的なSales-Con-201試験勉強攻略

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>> Sales-Con-201資格復習テキスト <<

Sales-Con-201試験指導資料、Sales-Con-201最新練習問題、Sales-Con-201オンライン試験模擬

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Salesforce Certified Sales Cloud Consultant 認定 Sales-Con-201 試験問題 (Q153-Q158):

質問 # 153
Cloud Kicks currently supports three business lines within a single Salesforce instance: Running, Athleisure, and Celebrity Co-Branded. The VP of Athleisure controls a large budget and is often able to re-prioritize business stories and 'shadow projects' into releases ahead of other groups.
This topic comes up frequently and often derails the monthly project management meeting. This limits the amount of time available to cover other critical topics.
Which strategy should the consultant recommend to address these issues?

- A. Create a weekly all-hands call, including business and technology resources, to review direction and priority of development.

- B. Divide the development team into three units/tracks to support each line of business Independently.
- C. Propose a monthly executive steering committee to manage budget, handle direction questions, and ensure development capacity is split equitably.

正解：A

解説：
The recurring issue faced by Cloud Kicks involves a power imbalance and frequent re-prioritization by the VP of Athleisure, which disrupts project management meetings and limits time for other priorities. Establishing a monthly executive steering committee can address these issues effectively.
Here's why this is the best approach:
Balanced Oversight and Governance: An executive steering committee brings together key decision-makers to review priorities, manage budget allocations, and ensure all business lines are fairly represented in development planning. This provides a formal structure to manage competing interests.
Equitable Development Allocation: By involving multiple executives, the steering committee can objectively assess and allocate resources among business lines, helping to prevent one group from overshadowing others.
This will help maintain balanced focus and avoid over-prioritizing certain projects.
Strategic Decision-Making: With a recurring monthly meeting, the committee can focus on big-picture decisions, reducing the likelihood of frequent, ad hoc project adjustments that derail meetings and detract from strategic discussions.
Option A (weekly all-hands call) may be too frequent and is not ideal for executive decision-making. Option C (dividing the development team) could lead to resource inefficiencies and reduce flexibility. The steering committee approach is a standard Salesforce-recommended best practice for managing cross-functional priorities and balancing strategic initiatives. For more on governance best practices, refer to Salesforce's guide on Governance Frameworks.

質問 #154
A sales rep owns an opportunity and can view the associated account, but is unable to view contacts on that account.
What should the consultant recommend to allow Account owners to selectively share an Account's Contacts with Opportunity owners?

- A. Transfer Contact ownership from themselves to the Opportunity owner.
- B. Add Opportunity owners to the Opportunity Team and configure Contact sharing.
- C. Add Opportunity owners to the Account Team and configure Contact sharing.

正解：C

解説：
To allow account owners to selectively share contacts with opportunity owners, adding Opportunity owners to the Account Team and configuring Contact sharing is the recommended approach. Here's why:
* Account Team Access and Sharing: By adding the opportunity owner to the Account Team, the account owner can control access and selectively share related records, such as Contacts. Configuring Contact sharing settings allows the account owner to determine which contacts should be visible to opportunity owners.
* Granular Sharing Controls: Using Account Teams with Contact sharing settings provides the necessary flexibility to control access at a more detailed level, ensuring that opportunity owners can see relevant contacts as needed.
* Salesforce Best Practices: Salesforce recommends using Account Teams to manage record-level access for related records, providing targeted access to essential information.
In summary, adding Opportunity owners to the Account Team and configuring Contact sharing (Option B) is the best solution to allow selective sharing of contacts associated with accounts.

質問 #155
How can a consultant determine which capabilities of a Sales Cloud implementation are required during the Discovery phase?

- A. Establish KPIs for end users.
- B. Demo Sales Cloud to end users.
- C. Observe end users.

正解：C

解説：
During the Discovery phase, observing end users in their natural work environment provides invaluable insights into their workflows,

pain points, and needs. This approach helps consultants understand the context in which users operate, informing more tailored recommendations and configurations for the Sales Cloud implementation. Observing users can reveal specific requirements that might not surface through interviews alone, making it a foundational method for accurately determining the necessary capabilities for the implementation.

質問 #156

A small company has hired a consultant to plan its Sales Cloud implementation. The company wants to get up and running with Sales Cloud right away. The deadline has yet to be established and the requirements still need to be defined.
Which project management methodology should a consultant recommend to ensure the implementation is successful?

- A. Kanban
- B. Agile
- C. Waterfall

正解： **B**

解説：
In situations where the deadline is flexible, and requirements are yet to be defined, Agile methodology is recommended for Sales Cloud implementation. Here's why:
* Flexibility and Iterative Approach: Agile methodology accommodates evolving requirements through iterative cycles. This allows the company to start implementing Sales Cloud while refining and defining requirements progressively.
* Quick Start: Agile's incremental approach means the team can begin with basic functionality and enhance it over time, which aligns with the company's goal of getting up and running quickly.
* Salesforce Best Practices: Salesforce recommends Agile methodology for projects with changing requirements and an emphasis on quick delivery, ensuring adaptability and continuous improvement.
* References: Salesforce resources on Agile Project Management advocate for Agile in dynamic environments where flexibility and user feedback are crucial.
In summary, Agile (Option A) is the best methodology for a quick and adaptable Sales Cloud implementation with undefined requirements.

質問 #157

Cloud Kicks (CK) has recently lost several large deals to a competitor. CK management wants to start tracking the reasons why opportunities are being lost.
What is the most efficient way for a consultant to meet this requirement?

- A. Create a new custom field on the Opportunity object.
- B. Create a new custom object and automation to track competitors.
- C. Create a Competitors channel in Slack to share insights and stories.

正解： **A**

解説：
To track the reasons why opportunities are lost, creating a new custom field on the Opportunity object is the most efficient solution. Here's why:
* Simplicity and Efficiency: A custom field allows users to select predefined reasons for lost opportunities directly on the Opportunity record, providing a streamlined method for data entry and reporting.
* Data Collection and Reporting: With a dedicated field, CK can easily gather consistent data on lost reasons and generate reports to identify trends. This helps management understand why deals are lost and adjust strategies accordingly.
* Salesforce Best Practices: Salesforce encourages the use of custom fields to track critical sales data points, making it easy to capture and analyze specific metrics related to opportunity outcomes.
* References: Salesforce's documentation on Opportunity Management discusses using custom fields for enhanced tracking and data collection on opportunities.
In summary, creating a new custom field on the Opportunity object (Option C) provides a straightforward and effective way for Cloud Kicks to track reasons for lost opportunities.

質問 #158

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Sales-Con-201問題集無料：https://www.jpexam.com/Sales-Con-201_exam.html

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