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Salesforce Sales Cloud Consultant exam 2024

What are the three areas of Sales Metrics, KPI's and Business Challenges - correct answer ✔✔ 1. Lead Management

2. Opportunity Management 3. Forecast, Revenue and Performance

For Sales Metrics, what are the aspects of Lead Management - correct answer ✔✔ 1. Number of Leads Converted

2. Lead Qualification score

3. Leads by source

For Sales Metrics, what are the aspects of Opportunity Management - correct answer ✔✔ 1. Sales Pipeline

2. Number of sales deals closed

3. number of sales actvities

For Sales Metrics, What are the aspects of forecast, revenue and performance - correct answer ✔✔ 1. percentage of quota achieved

2. average revenue generated

3. Sales Rep performance

4. Campaign ROI

For KPI's what are the aspects of lead management - correct answer ✔✔ 1. Lead response time

2. Lead conversion percentage

3. rate of contact

For KPI's what are the aspects of opportunity management - correct answer ✔✔ 1. opportunity to win ratio

As we all know, passing the exam just one time can save your money and time, our Sales-Cloud-Consultant exam dumps will help you pass the exam just one time. Sales-Cloud-Consultant exam materials are edited by professional experts, and they are quite familiar with the exam center, therefore quality can be guaranteed. In addition, Sales-Cloud-Consultant exam materials cover most of knowledge points for the exam, and you can have a good command of the major knowledge points. We offer you free demo to have a try, and you can try before buying. Online and offline service are available, if you have any questions for Sales-Cloud-Consultant Training Materials, you can consult us.

Salesforce Sales-Cloud-Consultant Exam is a certification exam designed for professionals seeking to demonstrate their expertise in Salesforce Sales Cloud. Sales-Cloud-Consultant exam is intended to test the candidate's knowledge and skills in various areas such as salesforce automation, sales and marketing analytics, sales process management, and customer management.

To become a Salesforce Certified Sales Cloud Consultant, candidates must pass the Sales-Cloud-Consultant Exam, which consists of 60 multiple-choice questions. Sales-Cloud-Consultant exam duration is 105 minutes, and the passing score is 68%. Sales-Cloud-Consultant exam is conducted in a proctored environment, and candidates can take it either online or in-person. Salesforce Certified Sales Cloud Consultant certification is ideal for professionals who want to advance their careers in salesforce consulting, sales operations, or sales management roles. It demonstrates their expertise in designing and implementing effective sales strategies that

can help organizations achieve their sales goals.

To prepare for the Sales Cloud Consultant certification exam, candidates can take advantage of a range of resources provided by Salesforce, including training courses, study guides, and practice exams. These resources can help candidates develop a deep understanding of the Salesforce Sales Cloud platform, as well as the best practices for configuring and customizing Sales Cloud solutions.

Top Salesforce Sales-Cloud-Consultant Questions & Advanced Sales-Cloud-Consultant Testing Engine

You can also become part of a certified Salesforce professional community and achieve your career objectives in a short time period. To do this you just need to enroll in the Sales-Cloud-Consultant exam and put in all your efforts and prepare well to pass the Sales-Cloud-Consultant Certification Exam. For the instant and complete Sales-Cloud-Consultant exam preparation, you need to show firm commitment and dedication and get help from PDFTorrent Sales-Cloud-Consultant practice test questions.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q65-Q70):

NEW QUESTION # 65
Who would be interested in the "Top 10 Reasons Deals Were Lost" report?

- A. Sales Operations
- B. Sales Rep
- C. Sales Manager
- D. VP of Sales

Answer: D

NEW QUESTION # 66
Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various regions. The current CRM application manages customer and pipeline information that resides in a legacy back-end application which needs to be migrated to Salesforce.
Which approach should the consultant use for the source data migration?

- A. Migrate all Contacts, then Accounts, and then Opportunities from the current CRM application.
- B. Migrate all Opportunities, and then associate Accounts and Contacts from the current CRM application.
- C. Migrate all Accounts, then Contacts, and then Opportunities from the legacy back-end application.
- D. Migrate all Contacts, then Opportunities, and then Accounts from the legacy back-end application.

Answer: C

Explanation:
This is the approach that the consultant should use for the source data migration. Accounts, Contacts, and Opportunities are related objects in Salesforce, and they have dependencies based on their lookup or master-detail relationships. Accounts are parent objects of Contacts and Opportunities, so they should be migrated first. Contacts are child objects of Accounts and parent objects of Opportunity Contact Roles, so they should be migrated second. Opportunities are child objects of Accounts and parent objects of Opportunity Products and Opportunity Splits, so they should be migrated last. Verified References: [Data Migration Best Practices]

NEW QUESTION # 67
Your company sells service contracts where the customer pays once a year for a monthly service package.
What type of schedule should you set up?

- A. Default Quantity Schedule
- B. Default Revenue and Quantity Schedule
- C. Don't create any default schedule
- D. Default Revenue Schedule

Answer: A

NEW QUESTION # 68
CORRECT TEXT
What are key ways to increase user productivity?

Answer:

Explanation:
1. Reduce clicks through implementation of inline editing, tagging,multiple page layouts and use of links + buttons
2. Display data from multiple objects - hovers, custom pages, cross object formulas and console.

NEW QUESTION # 69
Universal Containers has a fiscal year that starts in February and ends in January. The SVP of sales has reinforced how important it is to measure the sales teams' performance based on this fiscal year and has asked how Sales Cloud can support this request. Which solution should the consultant recommend?

- A. Update the User settings.
- B. Update the Company settings.
- C. Update the Locale settings.

Answer: B

Explanation:
To measure the sales team's performance based on a fiscal year that starts in February and ends in January, the consultant should recommend updating the Company settings. In Salesforce, the fiscal year settings can be customized in the Company Information section of Setup. This allows the organization to define a custom fiscal year that aligns with their financial reporting requirements. By setting the correct fiscal year, Salesforce will automatically adjust all reports and forecasts to align with the company's financial calendar.

NEW QUESTION # 70

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