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Salesforce Sales-Cloud-Consultant Exam is important for professionals who want to explore career opportunities in sales consulting. Salesforce Certified Sales Cloud Consultant certification helps professionals to develop their skills and knowledge of sales cloud solutions, salesforce automation, and sales process design. With this certification, professionals can demonstrate their expertise in sales consulting and become a valuable asset to their organization.

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Salesforce Sales-Cloud-Consultant exam is designed to test the knowledge and skills of individuals who want to become certified Salesforce Sales Cloud Consultants. Salesforce Certified Sales Cloud Consultant certification exam is suitable for professionals who

are responsible for implementing Salesforce Sales Cloud solutions in their organizations. Sales-Cloud-Consultant Exam covers a wide range of topics related to sales cloud implementation, including sales process design, data management, analytics, and reporting.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q183-Q188):

NEW QUESTION # 183

Universal Containers (UC) has acquired another company that uses Sales Cloud and is migrating its legacy data, email alerts, and approval processes.

Which steps should the consultant perform to maintain data integrity?

- **A. Insert users and migrate email alerts and approval processes into UC's Sales Cloud org.**
- B. Merge data from the existing Sales Cloud org into UC's Sales Cloud org, migrate email alerts, approval processes, and then users.
- C. Use the Sales Cloud clone feature to migrate email alerts and approval processes into UC's Sales Cloud org.

Answer: A

Explanation:

When migrating data and processes from one Salesforce org to another, it is essential first to set up users so they can be associated with records, email alerts, and approval processes. By initially inserting users into the new Sales Cloud org, Universal Containers can ensure that email alerts and approval processes retain their correct associations with users. This step-by-step approach preserves data integrity by aligning users with their respective records and workflow components.

For more on migrating Salesforce data and processes, see: Salesforce Data Migration Best Practices.

NEW QUESTION # 184

Cloud Kicks (CK) frequently works with contractors for marketing focus groups.

These contractors change companies often, and CK wants to retain its company history through Accounts.

What should the consultant recommend?

Answer:

Explanation:

Implement the Contacts to Multiple Accounts feature.

NEW QUESTION # 185

CORRECT TEXT

What are key benefits to Salesforce to Salesforce functionality?

Answer:

Explanation:

Enables

business collaboration within and across Salesforce orgs Facilitates the sharing of leads, accounts, contacts, tasks, product, case, attachment or customer objects with partners that use SFDC in real time Allows for 100% visibility for partner activity, management of pipeline and or the integration of business processes with updates from workflow and assignment rules

NEW QUESTION # 186

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

Answer: B

In Salesforce, if the organization-wide default for Accounts is set to Private, access to child accounts is not automatically granted based on parent account ownership. As a result, manual sharing rules or sharing through Account Teams or role hierarchies must be used to extend access to child accounts. The Account Hierarchy itself does not provide automatic access to child records. Account Teams can provide access but only if configured to include child accounts. Since the OWD is Private, manual sharing is the primary method to ensure appropriate access.

- * Account Hierarchy and Sharing
- * Manual Account Sharing

Universal Containers wants to prevent sales users from modifying certain opportunity fields when the sales stage has reached Negotiation/Review. However sales directors must able to edit these fields in case last minute updates are required. Which solution should a consultant recommended?

- Answer: C**

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