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Salesforce Certified Sales Cloud Consultant Sample Questions (Q10-Q15):

NEW QUESTION # 10

Universal Containers (UC) hired a consulting company to implement Sales Cloud. This will be the third CRM application UC has used in the past years. Employees have failed to adopt the previous two applications. Which step should be part of UC's plan to help drive adoption of Sales Cloud?

- A. Identify change management champions.
- B. Revoke user access to legacy systems.
- C. Implement User Acceptance Testing (UAT).

Answer: A

Explanation:

To drive adoption effectively, identifying change management champions is essential. Here's why:

- * Role of Champions in Adoption: Change management champions are influential users who advocate for Salesforce within the organization. They help other employees adapt to the new system and can address resistance by sharing their positive experiences.
- * Previous Adoption Challenges: Since UC has faced adoption issues with previous CRM implementations, champions can help by providing peer support, which has been proven to increase user buy-in and adoption rates.
- * Salesforce Best Practices: Salesforce emphasizes the importance of change champions in its adoption and change management practices. Champions facilitate smoother transitions by offering training and support that resonates with end-users.
- * References: Salesforce resources on Change Management highlight the role of champions in driving successful user adoption and overcoming resistance to new systems.

In summary, identifying change management champions (Option A) is a key step in promoting successful adoption of Sales Cloud at Universal Containers.

NEW QUESTION # 11

Sales management at Northern Trail Outfitters (NTO) wants product managers to become more involved with sales deals that are being delayed in the negotiation stage of the sales process. Product managers need to understand the details of specific sales deals, and address product capability and roadmap questions with customers. What solution should a consultant recommend to help product managers engage in sales deals?

Choose 2 answers

- A. @mention product managers in chatter posts on relevant sales deals
- B. Add the opportunity team, product managers, and customers to libraries containing files relevant to sales deals
- C. Create a chatter group to share product information with sales team, product managers, and customers
- D. Use an assignment rule to notify product managers when opportunities are updated

Answer: C,D

NEW QUESTION # 12

Northern Trail Outfitters (NTO) plans to integrate with Salesforce and track product shipments from each customer. The tracking information is currently available in a back-end system.

Which set of objects are important for this integration?

- A. Lead, account, opportunity product, custom object-shipment status
- B. Lead, opportunity, product, custom object-shipment status
- C. Opportunity, opportunity product, custom object-shipment status
- D. Opportunity, opportunity product, campaign, custom object-shipment status

Answer: C

NEW QUESTION # 13

Customizable Forecasting must be enabled by salesforce.com support.

- A. True
- B. False

Answer: B

NEW QUESTION # 14

Assuming a private sharing model for opportunities, what would you recommend to make it easier to work with sales operations and marketing when trying to close a deal at UP?

- A. Create sales teams for specific opportunities
(Select the best 2)
- B. Create account teams for specific accounts
- C. Create private groups for specific opportunities
- D. Enable feed tracking on opportunities

Answer: A,D

NEW QUESTION # 15

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