

Exam Discount Sales-Con-201 Voucher - Sales-Con-201 Questions Exam

PAST YEAR EXAM PAPER (MAT 112)
Bank Discount & Promissory Notes

COLLECTIONS OF PAST YEAR EXAM PAPER

List of Formula:

1. $S = P(1 + rt)$	2. $I = Prt$	3. Proceeds = $S(1 - dt)$	4. $r = \frac{d}{1 - dt}$	5. $d = \frac{r}{1 + rt}$
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JUNE 2018

Part A - Question 2

Bellina borrowed RM 7500 from Bank Z for 2 years to pay off some bills and catch upon car payments. If the proceeds received were RM 6375, find the discount rate that was charged.

(5 marks)

Part B - Question 2

a) Melissa received a 160-days promissory note and the note was discounted at a rate of 6%. The proceeds received were RM 25000. Compute the maturity value of the note by using Banker's Rule.

(6 marks)

JANUARY 2018

Part A - Question 2

A 90-days promissory notes dated 15 March 2017 with a maturity value of RM 1545 was charged a simple interest rate of 12% per annum. Find the face value.

(5 marks)

Part B - Question 2

a) On 20 March 2017, Fuad received a 120-days promissory note with a face value of RM 6000 at an interest rate of 12%. He then sold the note to a bank at a discount rate of 10% and received a proceed of RM 6188. Compute the maturity value and the discount term.

(6 marks)

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q23-Q28):

NEW QUESTION # 23

Northern Trail Outfitters (NTO) finished implementing Sales Cloud for a mid-market sales team. Sales management wants to track data completeness.

Which common metric should the consultant recommend that NTO use to measure core Sales Cloud data?

- **A. Field Usage**
- B. Record Count
- C. User Adoption

Answer: A

Explanation:

When evaluating data completeness in Salesforce, measuring Field Usage is a key metric. This metric helps determine how thoroughly users are populating critical fields across records. By analyzing field usage, Northern Trail Outfitters (NTO) can ensure that important data fields like Account Information, Contact Details, and Lead Attributes are consistently filled, which supports accurate reporting and overall data quality.

Field Usage directly impacts how well the team can leverage Sales Cloud for insights and decision-making, as incomplete data can hinder accurate analytics and reporting. Regular assessment of field usage is essential to maintain high data quality and maximize the effectiveness of Sales Cloud for sales management.

NEW QUESTION # 24

Cloud Kicks is utilizing Advanced Currency Management. The sales director submitted a request to display to total amount of all the open opportunities related to the Account page layout.

How should the consultant implement a solution to meet the requirement?

- **A. Use a record-triggered flow to set the value on the account.**
- B. Use a custom formula field on the Opportunity object.
- C. Create a roll-up summary field on the Account object.

Answer: A

Explanation:

Given that Cloud Kicks uses Advanced Currency Management (ACM):

NEW QUESTION # 25

Sales managers at Cloud Kicks need to visualize all open opportunities within a 10-mile radius based on the location of the related account.

Which solution should a consultant recommend?

- **A. Leverage Salesforce Maps to show open opportunities on a Data Layer.**
- B. Create a dashboard that uses a report grouping opportunities by account location.
- C. Enable Location Services and add the Account Address field to the Opportunity page layout.

Answer: A

Explanation:

Salesforce Maps is a powerful tool that allows users to visualize data geographically, which is particularly useful for field sales teams. By leveraging Salesforce Maps, Cloud Kicks can utilize the Data Layer feature to display all open opportunities within a specified radius based on the account's location.

The Data Layer functionality in Salesforce Maps enables users to plot data points, such as account addresses, and apply filters to show specific records (in this case, open opportunities). This approach provides a visual and interactive map view of opportunities within a set radius, which is ideal for sales managers who need to manage and plan field operations efficiently.

In this scenario, using Salesforce Maps offers a more comprehensive and visually engaging solution compared to other options, as it

supports real-time location-based insights that are crucial for decision-making in territory management. For more information on Salesforce Maps and Data Layers, you can refer to the Salesforce documentation here: [Salesforce Maps Overview](#).

NEW QUESTION # 26

Cloud Kicks (CK) is adding hundreds of new accounts to Sales Cloud daily. CK uses an automated process to assign Account owners. If no assignment can be made for an account, it will be routed to a specific user who will manually review and re-assign it at a later date. This user may have thousands of account records assigned.

Which solution should the consultant recommend when CK sets up the new account process?

- A. Assign the Modify All Data permission to the user.
- B. Place the user in 4 separate role at the highest level! of the role hierarchy.
- C. Add the user to a separate role at the lowest level of the role hierarchy.

Answer: C

Explanation:

When assigning a large number of records to a single user, as in the case of routing unassigned accounts for manual review, it's best to place that user at the lowest level of the role hierarchy. This configuration ensures that the user has access only to records they directly manage or need to review, minimizing unnecessary data visibility and reducing security risks. Placing the user at the lowest level in the hierarchy helps maintain data integrity and provides clear lines of record ownership.

For additional guidance on role hierarchy best practices, see: [Salesforce Role Hierarchy and Sharing](#).

NEW QUESTION # 27

Cloud Kicks (CK) has customers who are often involved with more than one company. CK wants to track these contacts on associated accounts without creating duplicate Contact records.

What should a consultant consider when enabling the Set Up Contacts to Multiple Accounts feature?

- A. Designate a default account as the Contact's primary account.
- B. Create a junction object to link Accounts and Contacts.
- C. Add account relationships from the Contact record.

Answer: A

Explanation:

When enabling the Contacts to Multiple Accounts feature, Salesforce requires a primary account designation for each Contact. This primary account is typically the one with which the Contact has the closest or most significant relationship. The feature then allows the Contact to be associated with multiple additional accounts without creating duplicate Contact records, maintaining a clear record hierarchy and relationship view.

NEW QUESTION # 28

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