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Salesforce Certified Sales Cloud Consultant Sample Questions (Q150-Q155):

NEW QUESTION # 150

Joe is the record owner of a Lead. A Lead sharing rule has been defined so that leads owned by Joe are shared with public group called 'Joe's Team'. When the Lead is converted to an Account, Contact, and Opportunity, who will have access to these records assuming that a private sharing model is in place on these objects and there are no sharing rules defined for these objects?

- A. Joe, all members of the public group, and Joe's Team will be able to access the three records
- B. Joe and anyone above him in the role hierarchy will be able to access the three records
- C. Joe, all members of the public group, Joe's Team, and anyone above any group member in the role '-' hierarchy will be able to access the three records.
- **D. Joe will be the only person who will be able to access the Account, Contact, and opportunity records.**

Answer: D

NEW QUESTION # 151

A Campaign Call-Down report justifies the spend on programs; helps to know who to target for future campaigns; shows the relations to sales data, lead data, and analysis of campaigns; and reflects how customer community interacts and how it affects sales. Who would benefit most from the idea that this report helps to know who to target for future campaigns?

- A. VP Marketing
- B. BI/Analytics
- C. Marketing Executive
- **D. Campaign Manager**

Answer: D

NEW QUESTION # 152

Northern Trail Outfitters (NTO) has configured a private sharing model with Opportunity team selling enabled. The company allows its sales representatives to add sales team members to their opportunities when necessary. As a result, each sales representative has opportunities they directly manage and opportunities on which they collaborate with other sales representatives. Which data set filter on a single report would allow the sales representatives to see all opportunities they are involved with?

- **A. My Team's Opportunities - not sure due to incomplete question.**
- **B. My team selling and my opportunities**
- C. My collaborative opportunities
- D. My Team selling shared opportunities

Answer: A,B

NEW QUESTION # 153

Cloud Kicks wants to utilize Opportunities to report and track subscriptions to its Shoe of the Month club. Subscribers can make a single payment or pay weekly, monthly, or quarterly. Which solution should the consultant recommend to meet the requirement?

- A. Implement contracts with a lookup to the Opportunity object.
- B. Configure assets with a lookup to the Opportunity object.
- **C. Enable schedules on the Product object.**
- D. Activate schedules on the Opportunity object.

Answer: C

Explanation:

Schedules on the Product object allow users to track the revenue and quantity of products over time, such as for subscription or installment payments. Schedules can be enabled for any product that has a schedule type of Revenue or Quantity, and they can be

customized to match the payment terms of each opportunity.

NEW QUESTION # 154

Universal Containers' support team requires its customers to submit their support inquiries via free form email (Outlook, Gmail, Yahoo, etc). Additional requirements are listed below:

- * Support attachments up to 30 MB per inquiry
- * Over 10,000 inquiries per day

What solutions should a consultant recommend to meet these requirements?

- **A. Email-to-Case**
- B. On-Demand Email-to-Case
- C. Web-to-Case
- D. Customer Chatter groups

Answer: A

NEW QUESTION # 155

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