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Salesforce Certified Sales Cloud Consultant Sample Questions (Q50-Q55):

NEW QUESTION # 50

Some of the large accounts at Northern Trail Outfitters have many contacts. Sales reps want to see how these contacts relate to each other and understand the reporting structure.

Which feature should the consultant recommend to meet this requirement?

- A. Contact Roles
- **B. Contact Hierarchy**
- C. Contacts to Multiple Accounts

Answer: B

Explanation:

The Contact Hierarchy feature in Salesforce Sales Cloud allows users to view and understand the relationships and reporting structures among contacts within the same account. This feature provides a visual representation of the hierarchy, enabling sales reps to quickly see how contacts are connected and who reports to whom within large accounts. This is particularly useful for large organizations where multiple contacts need to be managed, as it provides insight into key decision-makers and influencers in the account structure.

For more information, refer to the Salesforce documentation on Contact Hierarchy.

NEW QUESTION # 51

UC has enabled advanced currency Management. How the converted amount data reported on a report that specific time period when the exchange rates was different.

- A. Converted amount are based on exchange rates that use the oldest entry
- B. Converted amount are based on the exchange rates entered in the opportunity
- C. Converted amount are based on exchange rates that use most current entry
- **D. Converted amount are based on the historical exchange rate associated with the close date**

Answer: D

NEW QUESTION # 52

The consultant at Universal Containers recently enabled forecasts. A sales manager is concerned that all open Opportunities appear in the Pipeline forecast category. Opportunities in Perception Analysis and Proposal/Price Quote stages should appear in the Best Case category. Opportunities in the Negotiation/Review stage should appear in the Commit category.

How should a consultant ensure Opportunities appear in the correct forecast categories?

- A. Map Opportunity stages to the appropriate forecast categories.
- B. Edit the probability percentage on Opportunity stage picklist values.
- **C. Create a field update with Process Builder to update the forecast category based on the Opportunity stage.**
- D. Update the Opportunity stage picklist value labels to match the category to which they should be assigned.

Answer: C

NEW QUESTION # 53

Each product engineer at Cloud Kicks supports 3 specific product lines. There are three product lines. Sales reps sell all the company's product lines; Sales management wants the appropriate product engineer automatically assigned to any new Opportunity for their product line with Read-Only rights.

What are two actions the consultant can take to meet the requirement?

Choose 2 answers

- A. Enable Default Account Teams for each product line.
- **B. Manually assign a product-specific role to each product engineer.**
- C. Enable Default Opportunity Teams for the Opportunity.
- **D. Create criteria-based opportunity sharing rules for each product line.**

Answer: B,D

Explanation:

A). Create criteria-based opportunity sharing rules for each product line. This allows you to specify criteria for sharing an Opportunity with a specific user or group of users. For example, you could create a rule that shares an Opportunity with the product engineer when the Opportunity has a certain product line assigned to it.

B). Enable Default Opportunity Teams for the Opportunity. This allows you to set a default Opportunity Team for an Opportunity, which will automatically assign the product engineer to the Opportunity when it is created. This is useful when you need to assign a specific user to multiple Opportunities.

NEW QUESTION # 54

Northern Trail Outfitters (NTO) has over 20,000 Accounts and 75,000 Contacts. NTO wants to ensure the customer data is

accurate and that the customers are still currently at their respective companies.
How can this be confirmed?

- **A. Use a data cleansing tool and the Stay-in-Touch feature of Salesforce to email contacts.**
- B. Create a workflow rule to mass email the contacts and capture any email bounces.
- C. Create a workflow rule for the account and contact owner to confirm contact data.
- D. Use a data enrichment tool to verify account and contact data is up-to-date.

Answer: A

NEW QUESTION # 55

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