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Salesforce Certified Sales Cloud Consultant Sample Questions (Q31-Q36):

NEW QUESTION # 31
A consultant is implementing a new instance of Sales Cloud for Cloud Kicks (CK).

CK has a global sales presence that supports a customer base throughout the: world, 'CK wants to set up an appropriate structure to track customers with subsidiaries.
Which approach should the consultant recommend meeting the requirement?

- A. Location-specific Account structure with Account Hierarchies
- B. Global Account structure that links all Contacts with one global Account
- C. Global Contact structure that links all Contacts with one global Account
- D. Location-specific Account structure without Account Hierarchies

Answer: A

NEW QUESTION # 32
Which two use cases will protect the integrity of order data with activation limitations?
Choose 2 answers

- A. New Products can be added to active orders.
- B. Products can be removed from active reduction orders.
- C. Orders can be activated only if they include a Product.
- D. Multiple reduction orders can be created for a single order.

Answer: C,D

NEW QUESTION # 33
Northern Trail Outfitters published detailed activity measures for its sales teams 6 months ago. The VP of sales has noticed that the number of sales activities reps have logged has increased to meet the new standards, but the actual number of booking activities remains low. The VP suspects that sales reps misunderstand the activity measures process.
What should the consultant recommend?

- A. Reevaluate Opportunity stages.
- B. Deploy Sales Engagement and use Cadences.
- C. Train the reps on targeted interactions.

Answer: B

NEW QUESTION # 34
Cloud Kicks requires its sales reps to 90 through an internal certification process on myTrallhead before they add specific groups of Products to Opportunities.
Which two solutions should be used to validate that sales reps have completed the myTrailhead badge?
Choose 2 answers

- A. Use a validation rule on Opportunity Products to prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge.
- B. Use a validation rule on Products marked as requiring the myTrailhead badge to prevent those Products from being added to an Opportunity.
- C. Use a Process Builder process on Products marked as requiring the myTrallhead badge to automatically share the Products with sales reps who have completed the badge.
- D. Use a separate once book for the Products requiring the myTrailhead badge and only share the once book with sales reps who have completed the badge-

Answer: A,D

Explanation:
Using a validation rule on Opportunity Products can prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge. The validation rule can check the value of a custom field on the Product object that indicates whether the myTrailhead badge is required, and compare it with a custom field on the User object that tracks whether the sales rep has completed the badge. If the validation rule evaluates to true, it can display an error message and block the addition of the Product. Using a separate price book for the Products requiring the myTrailhead badge and only sharing the price book with sales reps who have completed the badge can also validate that sales reps have completed the myTrailhead badge. The price book

can contain only the Products that require the badge, and it can be shared with sales reps who have a custom field on their User record that indicates they have completed the badge. This way, only those sales reps can access and add those Products to their Opportunities.

NEW QUESTION # 35
Cloud Kicks wants to improve its return on investment (ROI) by creating intelligent processes built on trusted, targeted data. What is a justification for using AppExchange data services?

- A. To use Salesforce Surveys to update customers' data
- B. To create customer segments with personas and scoring
- C. To activate customizable sales forecasting and lead scoring

Answer: B

Explanation:
Using AppExchange data services can greatly enhance Cloud Kicks' ability to improve ROI through data-driven customer segmentation. These services offer advanced tools for building customer personas and applying scoring models, which enable targeted marketing and sales strategies. By leveraging enriched data from AppExchange, Cloud Kicks can gain deeper insights into customer behaviors and preferences, allowing for more personalized engagement and efficient resource allocation

NEW QUESTION # 36
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