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The Sales-Cloud-Consultant exam consists of 60 multiple-choice questions and has a time limit of 105 minutes. Sales-Cloud-Consultant exam covers a wide range of topics, including sales cloud functionality, sales and marketing automation, sales forecasting, lead management, and account and opportunity management. To pass the exam, candidates must score at least 62% on the exam. By passing the Sales-Cloud-Consultant Exam, professionals can demonstrate their ability to implement and configure Salesforce

Sales Cloud to meet the specific needs of their organization.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q148-Q153):

NEW QUESTION # 148

During the planning stage of a project, what customer information should be requested to ensure requirements are successfully gathered? Choose 3 answers

- A. Key reports from the current system
- B. Organizational chart with titles
. Company financial information
- C. List of stakeholders with roles and titles
- D. List of required objects and fields

Answer: B,D

NEW QUESTION # 149

During end-to-end testing, the test users log issues stating that the solution is not working according to what they expected. The stakeholders have signed off on the solution.

What should a Consultant do to remedy this?

- A. Contact key stakeholders to determine if a change to the requirements is necessary.
- B. Address these issues during the sign-off stage.
- C. Revise the solution to meet the needs of the test users and develop training materials for the full team.
- D. Set up meeting with test users and do a requirements workshop.

Answer: A

NEW QUESTION # 150

Sales stages are shared between sales methodologies at Cloud Kicks; however, there are three product lines with unique sales methodologies- A few sales stages overlap between the three. Which three components should be configured to support this? Choose 3 answers

- A. One hybrid sales process
- B. One set of opportunity stages
- C. Three page layouts
- D. Three record types
- E. Three sales processes
- F. Three sets of opportunity stages

Answer: D,E,F

NEW QUESTION # 151

Cloud Kicks currently supports three business lines within a single Salesforce instance: Running, Athleisure, and Celebrity Co-Branded. The VP of Athleisure controls a large budget and is often able to re-prioritize business stories and 'shadow projects' into releases ahead of other groups.

This topic comes up frequently and often derails the monthly project management meeting. This limits the amount of time available to cover other critical topics.

Which strategy should the consultant recommend to address these issues?

- A. Propose a monthly executive steering committee to manage budget, handle direction questions, and ensure development capacity is split equitably.
- B. Create a weekly all-hands call, including business and technology resources, to review direction and priority of development.
- C. Divide the development team into three units/tracks to support each line of business Independently.

Answer: A

Explanation:

The recurring issue faced by Cloud Kicks involves a power imbalance and frequent re-prioritization by the VP of Athleisure, which disrupts project management meetings and limits time for other priorities. Establishing a monthly executive steering committee can address these issues effectively.

Here's why this is the best approach:

Balanced Oversight and Governance: An executive steering committee brings together key decision-makers to review priorities, manage budget allocations, and ensure all business lines are fairly represented in development planning. This provides a formal structure to manage competing interests.

Equitable Development Allocation: By involving multiple executives, the steering committee can objectively assess and allocate resources among business lines, helping to prevent one group from overshadowing others.

This will help maintain balanced focus and avoid over-prioritizing certain projects.

Strategic Decision-Making: With a recurring monthly meeting, the committee can focus on big-picture decisions, reducing the likelihood of frequent, ad hoc project adjustments that derail meetings and detract from strategic discussions.

Option A (weekly all-hands call) may be too frequent and is not ideal for executive decision-making. Option C (dividing the development team) could lead to resource inefficiencies and reduce flexibility. The steering committee approach is a standard Salesforce-recommended best practice for managing cross-functional priorities and balancing strategic initiatives. For more on governance best practices, refer to Salesforce's guide on Governance Frameworks.

NEW QUESTION # 152

A sales manager at Cloud Kicks is reviewing teams opportunities in the forecast tab. The sales manager wants to split an opportunity with two sales representatives in different regions.

Which three actions should the Consultant recommend to meet these requirements?

- A. Create Revenue Split Types.
- B. Enable Opportunity Splits.
- C. Enable Overlay Splits
- D. Create a custom Opportunity currency field.
- E. Create custom Product Families.
- F. Enable Opportunity Teams.

Answer: A,B,C

NEW QUESTION # 153

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