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Salesforce Sales-Cloud-Consultant Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Sales Analytics and Reporting	12%	- Reports and Dashboards • 1. Sales Performance Metrics
Topic 2: Data Management and Integration	15%	- Data Quality and Import Tools • 1. Data Loader and Import Wizard • 2. Duplicate Management
Topic 3: Sales Productivity Features	12%	- Collaboration and Productivity Tools • 1. Email Integration and Activity Management
Topic 4: Lead Management	12%	- Lead Assignment and Routing • 1. Lead Scoring and Conversion Rules
Topic 5: Sales Process Automation	20%	- Sales Processes and Record Types • 1. Approval Processes • 2. Sales Path and Guidance

Topic 6: Sales Cloud Data Model and Configuration	15%	- Standard and Custom Objects • 1. Account and Contact Relationships • 2. Lead Conversion Process
Topic 7: Opportunity Management	14%	- Opportunity Lifecycle • 1. Products and Price Books • 2. Stages and Forecasting

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q64-Q69):

NEW QUESTION # 64

Which method can be used to route cases from social channels?

- A. Enable Social Network Profile and add assignment rules to the case object.
- **B. Enable Social Customer Service and add assignment rules to the case object.**
- C. Enable Social Network Profile and add workflow rules to the contact object.
- D. use Twitter-to-case and add workflow rules to the case object.

Answer: B

NEW QUESTION # 65

Universal Containers has an extensive distributor and reseller community. To help manage this partner network, the company is implementing a partner portal. What must be considered when setting up partner users? Choose 2.

- A. Partners can't receive workflow emails
- **B. Partners can own Account and Opportunities**
- C. Partner users are associated with the same set of profiles as internal users
- **D. The sharing model should be re-evaluated when the partner portal is enabled**

Answer: B,D

NEW QUESTION # 66

Universal Containers was bought by a larger company and needs to provide information on a monthly basis to the new parent company to help predict sales. Which data should the new parent company review?

- A. Dashboard of user login history
- B. Count of new lead records created
- C. Number of activities tied to opportunities
- **D. Opportunity pipeline report grouped by month**

Answer: D

NEW QUESTION # 67

Management at Northern Trail Outfitters want to see forecast numbers by all sales representatives and by multiple product groups. Which two actions should a consultant recommend to meet these requirements?

Choose 2 answers

- A. Build a forecast list view by product family groups
- **B. Implement Collaborative Forecasting with quota attainment.**
- C. Build a custom forecast report showing product groups
- **D. Implement Collaborative Forecasting with product family.**

Answer: B,D

NEW QUESTION # 68

Cloud Kicks wants to implement a methodology to determine which current Leads have the most in common with Leads that have successfully been converted in the past. How can Cloud Kicks support this requirement?

- A. Use Lead Conversation Reporting
- **B. Use Einstein Lead Scoring**
- C. Create a lead Rollup Summary Field.
- D. Create a Joined report.

Answer: B

NEW QUESTION # 69

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