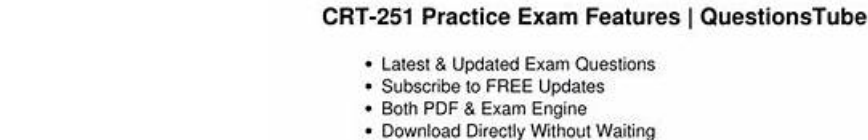


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q103-Q108):

NEW QUESTION # 103

Universal Containers requires that the organization-wide default for opportunities be set to public read/ write. However, sales users are complaining that opportunity reports return too many results, making it difficult to find their team's opportunities in the report results.

How can the system administrator address the problem?

- A. Move the opportunity reports into each user's personal report folder.
- **B. Use the Field filter to reduce records returned.**
- C. Update the sharing rules to limit user access to certain opportunities.
- D. Move the opportunity reports into a folder with restricted access.

Answer: B

NEW QUESTION # 104

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

Answer: C

NEW QUESTION # 105

Cloud Kicks is concerned that the sales team is taking longer to close Opportunities each month in comparison to the same time last year. The VP of Sales wants to determine the number of closed deals on a monthly basis and compare the month-over-month results.

Which two actions should the Consultant take to create a solution? (Choose two.)

- A. Create a dashboard component; schedule the dashboard to refresh monthly.
- B. Schedule an analytic snapshot of the Opportunity history object to run monthly.
- **C. Schedule an analytic snapshot of the Opportunity object to run monthly.**
- D. Create a custom Opportunity report using custom formula fields for the stage closed/won.
- **E. Create a report based on the Opportunity snapshot.**

Answer: C,E

NEW QUESTION # 106

What are the benefits of enabling territory management? Choose 3 answers

- A. Ability to include opportunity in more than one record.
- B. Ability to generate account sharing rule based on territory membership
- **C. Support to complex and frequently changing sales organization**
- **D. Support for multiple forecast per user based on territory membership**
- **E. Ability to expand private sharing model using account criteria**

Answer: C,D,E

NEW QUESTION # 107

Cloud Kicks noticed its data quality has degraded since its initial Sales Cloud implementation and is working with a consultant to develop a data management plan. The consultant suggested some best practices for creating, processing, and maintaining data. Which functional area can be improved by using third-party data enrichment tools?

- A. Monitoring changes and updates
- B. Owning roles and records
- C. Enforcing validation rules

Answer: A

NEW QUESTION # 108

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