

Latest Sales-Con-201 Test Format & Exam Sales-Con-201 Score

Part of Test	Section	Item Type	Time allowed
Introduction			Not timed
Part 1: Speaking & Writing	Section 1	Personal Introduction	1 Minute
	Section 2	Read aloud Repeat sentence Describe image Re-tell lecture Answer short question	30-35 Minutes
	Section 3-4	Summarize Written text	20 Minutes
	Section 5	Summarize written text or write essay	10 Or 20 Minutes
	Section 6	Write Essay	20 Minutes
Part 2: Reading		Multiple-choice, Choose single Answer	32-41 Minutes
		Multiple-choice, Choose Multiple Answer	
		Re-order paragraphs	
		Reading: Fill in the blanks	
Part 3: Listening	Section 1	Reading & writing: Fill in the blanks Summarize spoken text	20 or 30 Minutes
	Section 2	Multiple-choice, Choose Multiple Answer Fill in the blanks Highlight correct summary Multiple-choice, Choose single Answer Select missing word Highlight incorrect words Write from dictation	23-28 Minutes

P.S. Free & New Sales-Con-201 dumps are available on Google Drive shared by Actualtests4sure: <https://drive.google.com/open?id=1u5anPkR7yuE0Rg-LDFnDBRSrrZ93cvRx>

The Actualtests4sure Sales-Con-201 Practice Questions are designed and verified by experienced and renowned Sales-Con-201 exam trainers. They work collectively and strive hard to ensure the top quality of Sales-Con-201 exam practice questions all the time. The Sales-Con-201 Exam Questions are real, updated, and error-free that helps you in Salesforce Sales-Con-201 exam preparation and boost your confidence to crack the upcoming Sales-Con-201 exam easily.

The Salesforce Sales-Con-201 certification offers the quickest, easiest, and least expensive way to upgrade your knowledge. Everyone can participate in the Salesforce Sales-Con-201 exam after completing the prerequisite and passing the Salesforce Sales-Con-201 Certification Exam easily. The Actualtests4sure is offering top-notch Salesforce Sales-Con-201 exam practice questions for quick Salesforce Sales-Con-201 exam preparation.

>> Latest Sales-Con-201 Test Format <<

Exam Sales-Con-201 Score & Sales-Con-201 Trustworthy Pdf

Our company is a professional certificate exam materials provider. We offer candidates high quality questions and answers for the Sales-Con-201 exam bootcamp, and they can pass the exam through learning and practicing the materials. You can get the Sales-Con-201 Exam Bootcamp about ten minutes after your payment, and if you have any questions about the Sales-Con-201 exam dumps, you can notify us by email or you can chat with our online chat service.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q21-Q26):

NEW QUESTION # 21

Cloud Kicks wants to set up contacts and accounts, where contacts can be associated to multiple accounts. Which configuration allows for this setup?

- A. Enable users to relate a contact to multiple accounts in Setup.

- B. Set up lookup fields on the Contact object for multiple accounts.
- C. Create a custom object between the Account object and Contact object.

Answer: A

Explanation:

Salesforce provides a standard feature called "Contacts to Multiple Accounts" that enables users to associate a single contact with multiple accounts without the need for custom objects or additional fields.

Here's how it works:

- * **Contacts to Multiple Accounts Feature:** This feature allows users to create multiple relationships between a single contact and various accounts. Salesforce recognizes the flexibility needed when contacts (such as consultants or vendors) may work with multiple organizations.
- * **Efficiency and Simplicity:** Enabling this feature in Setup is straightforward and requires no custom development. It also allows users to define the role of each contact for each account, providing more context on the nature of each relationship.
- * **Salesforce Best Practices:** Salesforce recommends using the built-in Contacts to Multiple Accounts feature as the primary solution for managing such relationships, as it leverages standard functionality that is fully supported and well-documented.
- * **References:** More details can be found in Salesforce's documentation on Contacts to Multiple Accounts, which outlines how to enable and use this feature in Sales Cloud.

In summary, to relate a contact to multiple accounts, the best practice is to enable users to relate a contact to multiple accounts in Setup (Option C), as this method is standard and directly supported by Salesforce.

NEW QUESTION # 22

The Discovery phase with Cloud Kicks (CK) has just ended.

CK wants a visual way to see how the new business processes will work. CK's process is complex and requires multiple slides.

What should the consultant create to provide this high-level view?

- A. Capability Model
- **B. Universal Process Notation**
- C. Value Stream Map

Answer: B

Explanation:

After the Discovery phase, Cloud Kicks (CK) wants a visual representation of how the new complex business processes will work, requiring multiple slides. The consultant should create a diagram using Universal Process Notation (UPN).

Key Points:

- * **Universal Process Notation (UPN):** UPN is a simple, user-friendly way to map business processes. It provides a standardized method to document complex processes in a clear and understandable format.
- * **Visual Representation:** UPN uses simple flowcharts and diagrams to represent processes, making it easier for stakeholders to visualize and understand complex workflows.
- * **Scalability:** UPN is suitable for representing both high-level overviews and detailed process steps, accommodating the complexity and multiple slides required by CK.
- * **Communication Tool:** By presenting the processes in UPN, the consultant can effectively communicate how the new processes will function within the organization.

Why Other Options Are Less Suitable:

- * **A. Value Stream Map:** This method focuses on analyzing and improving the flow of materials and information required to bring a product or service to a consumer. It is more suited for process improvement rather than providing an overall visual representation of new processes.
- * **C. Capability Model:** A Capability Model provides a high-level view of what an organization does (its capabilities), not how processes work. It is less suitable for showing detailed or complex processes.

Salesforce Sales Cloud References:

- * **Business Process Mapping:** While Salesforce does not prescribe a specific notation for process mapping, it emphasizes the importance of clear and effective communication of business processes during implementation.
- * **Process Visualization Tools:** Salesforce partners and consultants often use various process mapping techniques, including UPN, to document and communicate business processes.
- * **Change Management:** Effective documentation of processes is critical for user adoption and change management, as outlined in Salesforce's Change Management Best Practices.

By creating diagrams using Universal Process Notation, the consultant can provide CK with a visual, comprehensive, and understandable representation of the new complex business processes.

NEW QUESTION # 23

The Cloud Kicks global sales team has asked for a simpler way to view and manage its opportunity pipeline.

The team is often responsible for hundreds of deals at a time across multiple countries and currencies. The sales reps have suggested using the Kanban view.

What is a consideration when using the Kanban view?

- A. It can display up to 10 fields per card.
- B. It can show roll-up summary fields for Currency fields.
- C. It can summarize records by Currency fields.

Answer: C

Explanation:

The Kanban view in Salesforce is a highly visual and interactive way for sales reps to manage their pipeline by organizing records into columns based on a selected picklist field. For teams handling opportunities across multiple countries and currencies, it's important to note that the Kanban view can summarize data by Currency fields. This makes it easier for reps to get an at-a-glance view of the monetary value associated with each stage in their pipeline, allowing for efficient prioritization and management of deals. For additional details on the Kanban view and its features, refer to Salesforce documentation: Kanban View Overview.

When considering the use of the Kanban view for managing a large number of opportunities across multiple countries and currencies, the consultant should note that the Kanban view can summarize records by Currency fields, but there are considerations in multi-currency environments.

Key Points:

* Kanban View Overview:

* The Kanban view displays records in columns based on a picklist field (e.g., Opportunity Stage).

* It provides a visual summary of records, allowing users to drag and drop records between columns.

* Summarizing by Currency Fields:

* The Kanban view can display summary totals of a numeric or currency field at the top of each column.

* In a multi-currency org, the summary amounts are displayed in the user's personal currency, which may affect the accuracy of totals when combining amounts in different currencies.

* Considerations for Multi-Currency Orgs:

* Currency Conversion: Totals may not accurately reflect the actual value due to currency conversion rates.

* Data Accuracy: Users need to be aware that summarized currency amounts may be approximate.

* User Experience:

* Despite the currency considerations, the Kanban view remains a powerful tool for managing opportunities visually and efficiently.

Why Other Options Are Less Suitable:

* A. It can display up to 10 fields per card:

* Kanban cards display limited information. By default, they show up to four fields, not ten.

* C. It can show roll-up summary fields for Currency fields:

* Roll-up summary fields are not displayed on Kanban cards. The Kanban view summarizes records based on a specified numeric or currency field, not roll-up summary fields.

Salesforce Sales Cloud References:

* Kanban View Overview: Salesforce Help - Work with Opportunities in the Kanban View

* Multi-Currency Considerations: Salesforce Help - Considerations for Enabling Multiple Currencies

* "In the Kanban view, amounts are shown in your personal currency."

* Customizing Kanban View: Users can select which currency field to summarize, but must be mindful of currency conversions.

By understanding that the Kanban view can summarize records by Currency fields, but with considerations in a multi-currency context, the Cloud Kicks sales team can effectively use the Kanban view to manage their opportunity pipeline.

NEW QUESTION # 24

Sales managers at Cloud Kicks want to create a sales dashboard of key performance indicators (KPIs) to measure day-to-day operations.

Which key metric should the consultant include in the dashboard?

- A. Number of outbound calls made over a period of time
- B. Number of updated opportunities
- C. Number of marketing qualified leads (MQL)

Answer: A

Explanation:

For day-to-day operations, sales managers can benefit from tracking the number of outbound calls made, as this reflects sales activity levels and engagement with leads or customers. This metric is actionable and provides insight into the volume of sales efforts, which is useful for daily KPI tracking.

* **Outbound Calls as a Sales Activity Metric:** Outbound calls are a direct measure of sales reps' efforts to reach out to leads and customers. This can help managers understand daily productivity and assess whether activity levels are aligned with sales goals.

* **Direct Impact on Sales Performance:** A high number of outbound calls can correlate with increased opportunities and potential sales, making it a valuable metric for daily operations.

Option B (number of updated opportunities) reflects opportunity management but may not directly correlate with daily activity, and

Option C (MQLs) focuses more on marketing rather than sales activities. For guidance on creating sales dashboards, refer to Salesforce's Sales Analytics documentation.

NEW QUESTION # 25

Access to Opportunities at Cloud Kicks should be restricted.

Sales users should only have access to two categories of Opportunities:

* Opportunities they own

* Opportunities that are tied to accounts they own

Which action should a consultant take to meet the requirement?

- **A. Set Opportunity access on the role to View All Opportunities associated with the owner's accounts.**
- B. Set organization-wide defaults for Accounts and Opportunities to Private.
- C. Set organization-wide defaults for Accounts and Opportunities to Public Read- Only.

Answer: A

Explanation:

To restrict access to opportunities such that sales users can only access:

* Opportunities they own

* Opportunities tied to accounts they own

The consultant should set the Opportunity access on the role hierarchy to "View All Opportunities associated with the accounts they own." Key Points:

* **Organization-Wide Defaults (OWD):** Setting OWD for Accounts and Opportunities to Private ensures that users cannot access records they don't own unless granted through sharing rules or role hierarchy.

* **Role Hierarchy Settings:** Adjusting the role hierarchy allows users to access opportunities associated with accounts they own, even if they don't own the opportunity records themselves.

* **Opportunity Access on Roles:**

* Navigate to Setup > Roles.

* Edit the relevant sales roles.

* In the "Opportunity Access" section, select "Users in this role can view all opportunities associated with accounts they own."

* **Controlled Access:** This configuration ensures that users see only the opportunities they own and those tied to their accounts, aligning with the requirement.

Salesforce Sales Cloud References:

* **Role Hierarchy and Sharing Settings: Set Your Organization-Wide Sharing Defaults**

* **Opportunity Access via Roles: Define Access to Opportunities**

* **Grant Access Using Hierarchies: Roles and Internal Access**

Why Options A and B are Incorrect:

* **Option A:** While setting OWD to Private is necessary, it doesn't by itself grant access to opportunities tied to accounts the user owns.

* **Option B:** Setting OWD to Public Read-Only would allow users to see all accounts and opportunities, which contradicts the requirement to restrict access.

By setting Opportunity access on the role to view all opportunities associated with the owner's accounts, Cloud Kicks ensures that sales users have appropriate access, fulfilling the specified access requirements.

NEW QUESTION # 26

.....

The free demos of our Sales-Con-201 study materials show our self-confidence and actual strength about study materials in our company. Besides, our company's website purchase process holds security guarantee, so you needn't be anxious about download

and install our Sales-Con-201 Exam Questions. With our company employees sending the link to customers, we ensure the safety of our Sales-Con-201 guide braindumps that have no virus.

Exam Sales-Con-201 Score: <https://www.actualtests4sure.com/Sales-Con-201-test-questions.html>

Are you planning to crack the Salesforce Sales-Con-201 certification test but don't know where to get updated and actual Salesforce Sales-Con-201 exam dumps to get success on the first try, Salesforce Latest Sales-Con-201 Test Format Time is money, time is life, You will find that our latest Sales-Con-201 exam torrent are perfect paragon in this industry full of elucidating content for exam candidates of various degree to use, Thousands of Salesforce Certified Sales Cloud Consultant Sales-Con-201 exam candidates have passed their exam and you should also try Salesforce Sales-Con-201 Exam Questions.

Compiling the Kernel, Salesforce Sales-Con-201 dumps torrent and Sales-Con-201 test questions have three versions: the PDF version, the software version and the online version, which can meet your needs during your Sales-Con-201 Exam Preparation.

High Pass Rate Sales-Con-201 Study Tool Helps You Pass the Salesforce Certified Sales Cloud Consultant Exam

Are you planning to crack the Salesforce Sales-Con-201 certification test but don't know where to get updated and actual Salesforce Sales-Con-201 exam dumps to get success on the first try?

Time is money, time is life, You will find that our latest Sales-Con-201 exam torrent are perfect paragon in this industry full of elucidating content for exam candidates of various degree to use.

Thousands of Salesforce Certified Sales Cloud Consultant Sales-Con-201 exam candidates have passed their exam and you should also try Salesforce Sales-Con-201 Exam Questions, In order to reach this goal of passing the Sales-Con-201 exam, you need our help.

- New Sales-Con-201 Test Labs Sales-Con-201 Test Topics Pdf New Sales-Con-201 Test Labs Open **【** www.examcollectionpass.com **】** enter **➔** Sales-Con-201 and obtain a free download **☝** Sales-Con-201 Valid Exam Prep
- Sales-Con-201 Test Cram Review Sales-Con-201 Valid Cram Materials Verified Sales-Con-201 Answers Open \Rightarrow www.pdfvce.com \Leftarrow and search for **✓** Sales-Con-201 **✓** to download exam materials for free Valid Sales-Con-201 Exam Camp
- Valid Sales-Con-201 Test Duration Sales-Con-201 Test Topics Pdf Examcollection Sales-Con-201 Vce Open website **>** www.practicevce.com and search for \Rightarrow Sales-Con-201 \Leftarrow for free download Valid Sales-Con-201 Exam Camp
- Sales-Con-201 Valid Exam Prep Sales-Con-201 Test Cram Review Examcollection Sales-Con-201 Vce Easily obtain free download of **【** Sales-Con-201 **】** by searching on \Rightarrow www.pdfvce.com \Leftarrow Sales-Con-201 Test Cram Review
- 2026 Sales-Con-201 – 100% Free Latest Test Format | Pass-Sure Exam Salesforce Certified Sales Cloud Consultant Score Simply search for **➔** Sales-Con-201 for free download on **>** www.practicevce.com Sales-Con-201 Valid Cram Materials
- Sales-Con-201 Latest Test Practice Sales-Con-201 Test Topics Pdf Sales-Con-201 Valid Cram Materials Open website www.pdfvce.com and search for { Sales-Con-201 } for free download Sales-Con-201 Latest Exam Experience
- 100% Pass Quiz 2026 Salesforce Efficient Sales-Con-201: Latest Salesforce Certified Sales Cloud Consultant Test Format Search for **☼** Sales-Con-201 **☼** on **➔** www.prep4away.com immediately to obtain a free download Sales-Con-201 Test Cram Review
- Verified Sales-Con-201 Answers Sales-Con-201 Reliable Study Notes New Sales-Con-201 Test Test Search for **➔** Sales-Con-201 and download it for free on **【** www.pdfvce.com **】** website Valid Sales-Con-201 Test Cost
- Sales-Con-201 Valid Test Blueprint ***** New Sales-Con-201 Test Labs Sales-Con-201 Exam Dump Search on **✓** www.prepawaypdf.com **✓** for Sales-Con-201 to obtain exam materials for free download Sales-Con-201 Exam Pattern
- Sales-Con-201 Latest Exam Experience Test Sales-Con-201 Free Verified Sales-Con-201 Answers Search on www.pdfvce.com for **➔** Sales-Con-201 to obtain exam materials for free download Sales-Con-201 Reliable Study Notes
- Sales-Con-201 Exam Dump Sales-Con-201 Valid Cram Materials Valid Sales-Con-201 Test Cost Search for **☼** Sales-Con-201 **☼** and download exam materials for free through **>** www.prepawayete.com Sales-Con-201 Exam Dump
- deborahkdjh198744.tdlwiki.com, www.stes.tyc.edu.tw, bookmarkcolumn.com, bookmarksurl.com,

honeybmy540483.blogars.com, brontecwqx049272.slypage.com, socialbuzztoday.com, alyshanyak664498.blogoxo.com, jaysongepn110560.wikiconverse.com, murraytonu019147.59bloggers.com, Disposable vapes

P.S. Free & New Sales-Con-201 dumps are available on Google Drive shared by Actualtests4sure: <https://drive.google.com/open?id=1u5anPkR7yuEORg-LDFnDBRSrrZ93cvRx>