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We are here divide grieves with you to help you pass your Salesforce Sales-Cloud-Consultant exam with ease. You can abandon the time-consuming thought from now on. You won't regret your decision of choosing our Salesforce Sales-Cloud-Consultant study guide. In contrast, they will inspire your potential without obscure content to feel. After getting our Sales-Cloud-Consultant Exam Prep, you will not live under great stress during the Sales-Cloud-Consultant exam period.

The Salesforce Certified Sales Cloud Consultant certification exam focuses on the core cloud-based sales automation tools that include account and contact management, opportunity management, lead management, forecasting, collaborative forecasting, and campaign management. Candidates are tested on their knowledge of designing and implementing sales processes and the ability to leverage Salesforce to manage sales data, sales pipeline, and sales performance metrics. Sales-Cloud-Consultant Exam also includes assessing the candidate's knowledge of Salesforce Sales Cloud features like Sales Forecasting, Territory Management, Sales Performance Management, and Productivity.

Salesforce Sales-Cloud-Consultant Exam Syllabus Topics:

Topic	Details
Topic 1	• Practical Application of Sales Cloud Expertise: This section develops expertise in creating comprehensive sales processes from Lead to Close. Consultants evaluate when to use declarative versus custom development and assess third-party tools like Slack and Salesforce Mobile. Security considerations like role hierarchy and sharing rules are covered. Additionally, it discusses implementing Opportunity Products, Price Books, and multi-currency while addressing Campaign capabilities and business process variations for Leads and Opportunities.

Topic 2	• Sales Lifecycle: This topic empowers internal and external consultants to align business requirements, KPIs, and challenges with optimal Sales Cloud solutions. It delves into sales and marketing processes, ensuring understanding of implementation nuances. Consultants learn to leverage features like Sales Engagement, Enterprise Territory Management, and generative AI to anticipate needs. Furthermore, the topic equips professionals to convert business objectives into actionable reports and dashboards, enhancing data-driven decision-making.
Topic 3	• Implementation Strategies: Consultants assess user experience, communication plans, and metrics for success pre-implementation. During implementation, strategies focus on deployment considerations. Post-implementation, this topic emphasizes adapting to evolving requirements and fostering ongoing system improvements.
Topic 4	• Consulting Practices: Focusing on the project management lifecycle, this section ensures consultants deliver on time and within budget. It trains on facilitating successful engagements through discovery workshops, requirement analysis, and prioritization.
Topic 5	• Data Management: This topic emphasizes use cases for data migrations, integrations, and scalable solutions in Salesforce. Consultants explore strategies for ensuring data quality and handling implications of scaling. Comprehensive approaches for managing sales data integrity are also covered here.

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As is known to us, the leading status of the knowledge-based economy has been established progressively. It is more and more important for us to keep pace with the changeable world and improve ourselves for the beautiful life. So the Sales-Cloud-Consultant certification has also become more and more important for all people. Because a lot of people long to improve themselves and get the decent job. In this circumstance, more and more people will ponder the question how to get the Sales-Cloud-Consultant Certification successfully in a short time. And our Sales-Cloud-Consultant exam questions will help you pass the Sales-Cloud-Consultant exam for sure.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q100-Q105):

NEW QUESTION # 100
Sales managers at Cloud Kicks have noticed that information in some opportunity reports is incomplete. A consultant has performed an analysis and determined that opportunity stages often lack key information that sales managers at each stage because sales reps have yet to enter the data.
What should the consultant recommend so opportunity stage reports always contain the data managers expect?

- A. Create an Auto launched flow to determine if required fields are missing.
- B. Mark the fields as required on the page layout.
- C. Customize path and create validate rules dependent on stages.
- D. Configure Path by checking the key field required checkbox.

Answer: D

Explanation:
Configuring Path by checking the key field required checkbox can ensure that opportunity stage reports always contain the data managers expect, as it makes certain fields mandatory for users to fill in before they can move an opportunity to a specific stage. Path is a feature that guides users through a set of stages for a particular business process, such as opportunity sales stages. Users can see key fields and guidance for each stage, and update them as they progress along the path. Marking fields as required on the page layout can also ensure that opportunity stage reports always contain the data managers expect, as it prevents users from saving an opportunity record without entering values for those fields. Page layouts control how fields, related lists, and other components are arranged on a record detail or edit page.

NEW QUESTION # 101
During the Deploy phase at Cloud Kicks, users are finding it difficult to use a new system, which is adoption.
How should the consultant avoid this issue in the future?

- A. Develop test scripts during the Plan phase.
- B. Design a solution during the Build phase.
- C. Gain buy-in during the Analyze phase.
- D. Conduct a Beta review during the Validate phase.

Answer: D

NEW QUESTION # 102
UC has configured salesforce to store all individual consumer contact under a single account called "Consumer". The consumer business has grown to more than 500,000 Contacts. Mass update are no longer completed within the defined maintenance timeframe and an increased number of errors are being reported. What should consultant recommend to improve system performance? Choose 2 Answers

- A. Ensure that no single account has more than 10,000 contacts(Missed)
- B. Remove the account assignment for all objects
- C. Enable person account and migrate the data
- D. Add an index to the account field on the contact object

Answer: A,C

NEW QUESTION # 103
Universal Containers sells three unique products and each product has its own sales process. The company qualifies prospects for the three products in a consistent manner; however, once the customer has shown interest, the sales representatives must follow the relevant products sales process. What solution should a consultant recommend to meet these requirements? Choose 2 answers

- A. Configure opportunity record types for each sales process.
- B. Define the default opportunity teams for each opportunity record type.
- C. Define sales processes to map to each opportunity record type.
- D. Create sales stages that align with opportunity record types.

Answer: C,D

NEW QUESTION # 104
Cloud Kicks is currently going through a fast-paced growth of its sales department. The Sales Director notices that new sales executives are investing time connecting with existing contacts who are not influential in furthering the business relationship. Which two potential solutions can the Consultant recommend? Choose 2:

- A. Add an Influencing Contact multi-select picklist field on the Account.
- B. Add a Lookup field to Contacts to indicate Influential Contacts.
- C. Implement the Account Contact Role feature.
- D. Track time invested in a custom field for each contact

Answer: A,C

NEW QUESTION # 105
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