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Salesforce Sales Cloud Consultant certification is an advanced level certification designed for professionals who specialize in sales and customer relationship management (CRM) using Salesforce. Salesforce Certified Sales Cloud Consultant certification is recommended for individuals who have experience in implementing Salesforce Sales Cloud solutions and are looking to further enhance their skills and knowledge in this domain. Sales-Cloud-Consultant Exam Tests candidates on their ability to design, implement, and manage complex Salesforce Sales Cloud solutions that meet the needs of diverse business environments.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q99-Q104):

NEW QUESTION # 99

UC wants to migrate accounts from a legacy system into Salesforce. The client wants the unique account IDs for the account records in the legacy system to be imported into Salesforce to allow a quality control comparison to be conducted after the migration is complete and facilitate future integration. What solution should the consultant recommend to meet this requirement?

- A. Create a custom unique number field in Salesforce and migrate the legacy system account ID into this field.
- **B. Create a custom external ID field in Salesforce and migrate the legacy system account ID into this field**
- C. Create a custom object called external ID and migrate the legacy system account ID data into this custom object.
- D. Ensure that the names of the account records are migrated correctly so the client can conduct proper quality control U testing.

Answer: B

NEW QUESTION # 100

Northern Trail Outfitters (NTO) wants to boost the importance of its sales stages and their role in NTO's sales methodology; they also want to enhance the precision of their sales forecast.

How should the steps in the sales process be mapped so NTO's requirements are met?

- A. Map forecast probability to opportunity probability; assign appropriate sales stage.
- B. Map appropriate sales stage to opportunity stage; assign accurate forecast probability.
- C. Map sales probability values to forecast categories; assign sales stages accurate percentages.
- **D. Map opportunity stages to forecast categories; assign accurate probability to each stage.**

Answer: D

NEW QUESTION # 101

Your forecast is available to your manager only after you have clicked the Submit button.

- A. True
- **B. False**

Answer: B

NEW QUESTION # 102

CORRECT TEXT

Sales reps shouldn't be able to edit certain opportunity fields after closed/won stage (fields reserved for sales ops).

- a. Validation rule
- b. Workflow rule
- c. Modify all data privilege -> Sales Ops
- d. Field level security

Answer:

Explanation:

A

NEW QUESTION # 103

Northern Trail Outfitters wants to migrate its Sales Territories to a new structure for the upcoming fiscal year.

Which aspect should a consultant consider for this migration?

- **A. Only one territory model can be active at any given time.**
- B. Territory user assignments are migrated to the new model.
- C. Access to a territory model is controlled through profiles or permission sets.

Answer: A

Explanation:

When migrating to a new territory structure, it is important to consider that only one territory model can be active at any given time. Here's why:

* Territory Model Activation: In Salesforce, only one territory model can be active simultaneously.

This means that when transitioning to a new structure, the existing active model must be deactivated, and the new model activated in

its place.

* Planning and Transition: Knowing that only one model can be active at a time is crucial for planning the transition. This ensures that Northern Trail Outfitters can prepare and test the new model without disrupting the current active territories until the migration is complete.

* Salesforce Best Practices: Salesforce recommends testing territory models before activation and planning activations carefully, particularly in a fiscal transition to avoid access issues and ensure a smooth switch.

* References: More information on Territory Management can be found in Salesforce documentation, which outlines guidelines for activating and managing territory models.

In summary, the consultant should consider that only one territory model can be active at any given time (Option A) to ensure a smooth migration to the new structure.

NEW QUESTION # 104

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