

# 2026 Sales-Cloud-Consultant–100% Free Valid Torrent | Trustable Salesforce Certified Sales Cloud Consultant Practice Braindumps



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With the rapid development of the world economy and frequent contacts between different countries, looking for a good job has become more and more difficult for all the people. So it is very necessary for you to get the Sales-Cloud-Consultant certification, you have to increase your competitive advantage in the labor market and make yourself distinguished from other job-seekers. Our Sales-Cloud-Consultant Exam Questions can help you make it. As the most professional Sales-Cloud-Consultant study guide, we have helped numerous of our customer get a better career and live a better life now.

## Salesforce Sales-Cloud-Consultant Exam Syllabus Topics:

| Section                                        | Weight | Objectives                                                                                                                                                                                                                                                                                     |
|------------------------------------------------|--------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sales Productivity and Integration             | 8%     | <ul style="list-style-type: none"> <li>- Email and productivity tools integration</li> <li>- Third-party application integration</li> <li>- Collaboration and mobile solutions</li> </ul>                                                                                                      |
| Data Management                                | 8%     | <ul style="list-style-type: none"> <li>- Manage large data volumes and cross-system data flows</li> <li>- Data migration and integration planning</li> <li>- Data quality and scalability considerations</li> </ul>                                                                            |
| Practical Application of Sales Cloud Expertise | 33%    | <ul style="list-style-type: none"> <li>- Lead management and conversion</li> <li>- Security and sharing configuration</li> <li>- Territory management and forecasting</li> <li>- Opportunity management, products, price books and quotes</li> <li>- Account and contact management</li> </ul> |
| Implementation Strategies                      | 15%    | <ul style="list-style-type: none"> <li>- Evaluate declarative vs custom development options</li> <li>- Plan and manage implementation projects</li> <li>- Determine deployment and change management approaches</li> </ul>                                                                     |
| Sales Lifecycle                                | 23%    | <ul style="list-style-type: none"> <li>- Align solutions with business requirements, KPIs and challenges</li> <li>- Apply Sales Cloud features and related products</li> <li>- Build reports and dashboards for sales KPIs</li> <li>- Design sales and marketing processes</li> </ul>          |
| Consulting Practices                           | 7%     | <ul style="list-style-type: none"> <li>- Requirements gathering and analysis</li> <li>- Project lifecycle and delivery</li> <li>- Solution design and validation</li> </ul>                                                                                                                    |

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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q175-Q180):

#### NEW QUESTION # 175

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.

What should a consultant recommend to yield better search results?

- A. Add company name next to contacts full name in the search window.
- B. Use parentheses operator to limit search to the Contacts object.
- C. Use quotation marks operator around contact's first and last name.
- D. Add LIKE keyword next to contact's full name in the search window.

**Answer: C**

Explanation:

Using quotation marks operator around contact's first and last name is a recommendation that can yield better search results when searching for contacts in global search. Global search is a feature that allows users to search for records or information across multiple objects and fields in Salesforce. Quotation marks operator is an operator that can be used in global search to find an exact phrase or match in a record or field. For example, searching for "John Smith" will return only records or fields that contain John Smith as an exact phrase or match, not John Doe or Adam Smith or John Smithson. By using quotation marks operator around contact's first and last name, Cloud Kicks users can narrow down their search results and find the contacts they are looking for more easily and quickly.

#### NEW QUESTION # 176

Universal Containers needs the ability to associate installed products at an account to specific cases. Those installed products contain information on the account's contracted Service Level Agreement (SLA) as well as the installed product serial number. Which approach should Universal Containers consider implementing to best satisfy these requirements?

- A. Create a lookup to a custom object for the installed product
- B. Use the standard Asset relationship
- C. Create a lookup object to the contract record
- D. Use the standard Opportunity relationship

**Answer: B**

#### NEW QUESTION # 177

UC sells to a customer segment that has dozens of daily order and payment transactions. These customers have low credit limits which are closely monitored. At the time orders are accepted, management wants to check the customers available credit in Salesforce using information sourced from a third-party cloud application. What approach should a consultant recommend for this credit system Integration?

- A. Create a data mapping in Data Loader for periodic manual credit uploads.
- B. Create a web service using Apex to retrieve credit balances as needed.
- C. Create a daily job using the custom object import wizard to retrieve credit balances.
- D. Create a scheduled batch using Apex to retrieve credit balances each night.

**Answer: B**

### NEW QUESTION # 178

Cloud Kicks want to utilize Opportunities to report and track subscriptions to its "Shoe of the Month" club. Subscribers can pay in full (all at one time), weekly, monthly, or quarterly. Which solution should the Consultant recommend to meet Cloud Kicks needs?

- A. Configure the use of contracts with a lookup to the Opportunity object
- B. Configure the use of assets with a lookup to the opportunity object
- **C. Enable schedules on the Product Object**
- D. Enable schedules on the Opportunity object

**Answer: C**

### NEW QUESTION # 179

Cloud Kicks has a Public Read Only Opportunity sharing model. A sales rep noticed they can edit some opportunities associated with accounts they own, but are unable to edit other opportunities associated with accounts they own. Which reason explains the sales rep's experience?

- A. Sharing rules for Opportunities are set to a public group for managers.
- **B. The user is a member of an Account Team with Read/Write access on Opportunities.**
- C. Some opportunities associated with these accounts are owned by other users.

**Answer: B**

### NEW QUESTION # 180

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