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Salesforce Certified Sales Cloud Consultant Sample Questions (Q60-Q65):

NEW QUESTION # 60

Cloud Kicks has organization-wide defaults set to Private for Account. With the rollout of Opportunity Teams, what should a consultant consider?

- A. The Opportunity will be implicitly Write for the team.
- B. Opportunity should be set to Public Read/Write first.
- C. The Opportunity's Account will be implicitly Read for the team.
- D. Account should be set to Public Read first.

Answer: C

NEW QUESTION # 61

After a project deployment, several bugs are identified by end users and prioritized by the project team. What are two ways a consultant should resolve these issues? Choose 2 answers

- A. Build out issue resolution release in the appropriate development sandbox.
- B. Perform user acceptance testing (UAT) in a Full sandbox.
- C. Build out issue resolution release in the production environment.
- D. Perform user acceptance testing (UAT) in the appropriate development sandbox.

Answer: A,B

NEW QUESTION # 62

The Universal Containers' customer support organization has implemented Knowledge Centered Support (KCS) in its call center. However, the call center management thinks that agents are not contributing new knowledge articles as often as they should. Which two should the company do to address this situation? Choose 2 answers

- A. Measure and reward agents based on the number of new articles approved for publication.
- B. Measure and reward agents based on the number of new articles submitted for approval.
- C. Create a dashboard that includes articles submitted by agents and approved for publication.
- D. Require agents to check a box on the case when submitting a new suggested article.

Answer: B,C

NEW QUESTION # 63

CORRECT TEXT

Person accounts combine the functionality of accounts with the functionality of contacts. For example, you can:

Answer:

Explanation:

Use contact fields and related lists on person account detail and edit pages Associate person accounts with tasks and events using either the Name or Related To fields Send individual and mass emails to person accounts Invite person accounts to multi-person events Add person accounts to campaigns Convert leads into person accounts On cases, enter person accounts in the Account Name field, the Contact Name field, or both Add person accounts to the

NEW QUESTION # 64

Cloud Kicks has three unique product lines, each with a unique sales cycle. Prospect qualification is consistent across the product lines; sales representatives then follow the specific product line's sales cycle. Which two actions should a Consultant recommend to achieve these requirements? Choose 2 answers

- A. Define the default opportunity teams for each opportunity record type.
- B. Create public groups for each opportunity sale process.

- C. Create sales process to map to each opportunity record type
- D. Create opportunity record types for each sales process.
- E. Define sales stages that align with opportunity record types.

Answer: C,E

NEW QUESTION # 65

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