

# Test Sales-Cloud-Consultant Questions Answers - Sales-Cloud-Consultant Certification Training



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You can take our Salesforce Sales-Cloud-Consultant practice exams (desktop and web-based) multiple times to gauge how well you've prepared for the real Salesforce Sales-Cloud-Consultant test. These Sales-Cloud-Consultant practice exams are designed specifically to help you identify your mistakes and attempt the real Sales-Cloud-Consultant examination successfully. You can continually enhance your Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) test preparation by overcoming your mistakes. Customers can check their prior Sales-Cloud-Consultant tests and give Sales-Cloud-Consultant practice exams multiple times to improve themselves for the final Salesforce Sales-Cloud-Consultant test.

Preparing for the Sales-Cloud-Consultant exam requires a combination of knowledge, experience, and study. Salesforce offers a range of resources to help candidates prepare for the exam, including official study guides, online training courses, and practice exams. Additionally, candidates should have hands-on experience working with Salesforce and should be familiar with the platform's key features and functionality. By passing the Sales-Cloud-Consultant Exam, individuals can demonstrate their expertise in sales cloud, gain credibility with customers and colleagues, and advance their careers in sales management.

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## Free PDF Quiz 2026 Efficient Sales-Cloud-Consultant: Test Salesforce Certified Sales Cloud Consultant Questions Answers

Both practice exams (web-based & desktop) give a Salesforce Sales-Cloud-Consultant real exam feeling and identify your mistakes so you can overcome your weaknesses before the Sales-Cloud-Consultant final test. The desktop Salesforce Sales-Cloud-Consultant Practice Test software works on Windows after software installation. You can take the web-based Salesforce Certified Sales Cloud Consultant Sales-Cloud-Consultant practice exam via any operating system.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q123-Q128):

### NEW QUESTION # 123

Universal Containers has a private sharing model for accounts and opportunities. Each sales representative is assigned to work with a dedicated sales engineer. The sales engineer will need access to their assigned sales representative accounts and opportunities. What should a consultant recommend to meet this requirement?

- A. Create a trigger to add the sales engineers to their sales representative account and opportunity teams
- B. Have the sales representatives manually share the accounts and opportunities with their assigned sales engineers
- C. Create criteria-based sharing rules to share the accounts and opportunities with sales engineers
- D. Enable account and opportunity teams selling and have each sales representative configure their default teams

**Answer: D**

**NEW QUESTION # 124**

How would you capture and track a lead referral?

**Answer:**

Explanation:

By adding a contact lookup field on the lead form you can track the contact that made the referral.

**NEW QUESTION # 125**

Will Sidebar Search or Advanced Search find information in Chatter feeds?

**Answer:**

Explanation:

No. Only Global Search will find information in feeds.

**NEW QUESTION # 126**

CORRECT TEXT

What are the two top considerations when designing a solution to improve Sales Rep productivity?

**Answer:**

Explanation:

1. Information should be entered only once
2. Finding information should be easy and no more than a few clicks away

**NEW QUESTION # 127**

Universal Containers is planning to implement Salesforce Sales Cloud to support its professional services division. The Universal Containers sales team wants to easily see customer purchasing activity on account, contact, and contract detail pages. What should a consultant recommend to meet this requirement?

- A. Enable Salesforce Console for Sales to see customer purchasing activity.
- B. Create a global publisher action to view all customer purchasing activity.
- **C. Enable the Orders object in Salesforce to track customer purchases.**
- D. Create a custom object related to the account, contact, and contract objects.

**Answer: C**

**NEW QUESTION # 128**

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