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The Salesforce Sales-Cloud-Consultant Exam covers a range of topics, including sales process design, lead and opportunity management, forecasting and pipeline analysis, and sales performance measurement. Sales-Cloud-Consultant exam also tests candidates on their knowledge of Salesforce features such as reports and dashboards, collaboration tools, and mobile app customization.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q121-Q126):

NEW QUESTION # 121

Cloud Kicks operates in multiple countries and wants to track historical exchange rates. The Consultant at Cloud Kicks has implemented dated exchange rates by using advanced currency management. How is the converted currency amount on Opportunities calculated?

- A. Based on the historical exchange rate regardless of the Close Date
- B. Based on the Opportunity stage regardless of the Close Date
- C. Based on the Close Date regardless of the Opportunity stage
- D. Based on the exchange rate regardless of the Close Date

Answer: C

NEW QUESTION # 122

A sales Rep in the UC won a sales deal and set the opportunity stage as Closed/Won. What impact will this change have on the opportunity in the forecast?

- A. It will be associated with the Closed/Won forecast category and automatically contribute to the forecast.
- B. It will be associated with the Closed/Won forecast category and contribute to the forecast once approved with the manager.
- C. It will be associated with the Closed/Won forecast category and will need to be committed by the sales rep.
- D. It will be associated with the Closed/Won forecast category and will need to be added by the sales rep.

Answer: A

NEW QUESTION # 123

Cloud Kicks (CK) recently completed the first phase of its Sales Cloud implementation. In the next phase, one factor that consultants are considering is whether any of CK's 500 sales agents are using a mobile device or a browser to access Salesforce. What should the consultants do to efficiently analyze how users are logging in to Salesforce?

- A. Review the login history on the user record.
- B. Create a User report and filter by login Subtype.
- C. Create a custom report on the User object.

Answer: B

Explanation:

Creating a User report and filtering by login Subtype is the most efficient way to analyze how users are logging into Salesforce, whether through a mobile device or a browser. The login subtype provides specific information about the method of access, making it easier to assess user behavior and preferences accurately. This approach allows consultants to generate insights without manually reviewing individual login histories.

Reference:

Login History

Creating Reports on User Logins

NEW QUESTION # 124

On Lead creation, the Sales Director of Cloud Kicks wants to implement rules to assign lead to the appropriate user. The new record should have the assignee's default record type. Which approach should the Consultant recommend to meet the requirement?

- A. Specify in the Profile settings to take the record type of the assigned.
- B. Specify in the Lead settings to take the record type of the assigned.
- C. Specify the Lead Assignment Rules to take the record type of the assigned.
- D. Specify in the User settings to take the record type of the assigned.

Answer: C

NEW QUESTION # 125

The native mass email functionality is not recommended for marketing.

- A. True
- B. False

Answer: A

NEW QUESTION # 126

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