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Quiz 2026 Salesforce Sales-Con-201: Salesforce Certified Sales Cloud

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q185-Q190):

NEW QUESTION # 185

A consultant has successfully deployed Sales Cloud at Cloud Kicks. What is the final step in completing an engagement?

- A. Validate the implementation.
- **B. Obtain stakeholder sign-off.**
- C. Activate users in the system.

Answer: B

Explanation:

The final step in a Salesforce Sales Cloud implementation engagement is to obtain stakeholder sign-off. This step is essential as it signifies formal acceptance from the client that the implementation meets the agreed-upon requirements and project objectives. Sign-off indicates that stakeholders are satisfied with the deployment and that the project is ready for closure.

Activating users and validating the implementation are important tasks but occur earlier in the deployment process. Obtaining sign-off ensures all project deliverables have been met and that the consultant can officially conclude the engagement.

Salesforce Documentation References:

* Project Closeout and Sign-off

* Implementation Engagement Checklist

NEW QUESTION # 186

Cloud Kicks (CK) has recently rolled out Sales Cloud. CK uses an enterprise resource planning (ERP) system as its system of record for customer data. When an account has its first Closed Won opportunity, the ERP system should be updated immediately from the account and opportunity records.

Which option should the consultant recommend to meet the requirement?

- **A. Implement Platform Events to publish Opportunity wins to the ERP, which will call back for opportunity and account information.**
- B. Script the ERP to call a Flow endpoint every 5 minutes to fetch newly won opportunities and their related accounts.
- C. Create an Accounts with Opportunities report filtered on Opportunities won today that the ERP can subscribe to.

Answer: A

Explanation:

For real-time integration between Salesforce and the ERP system, Platform Events are well-suited as they enable Salesforce to publish an event immediately when an opportunity is marked as Closed Won. The ERP can then subscribe to these events and retrieve the necessary account and opportunity data.

* Using Platform Events for Real-Time Updates: Platform Events facilitate an event-driven architecture where Salesforce can notify external systems instantly when specific changes occur, such as a Closed Won opportunity. This ensures that updates are transmitted to the ERP promptly.

* Efficient Data Synchronization: With this approach, the ERP system can listen for these events and retrieve only the relevant records, reducing the need for frequent polling or scheduled jobs.

Option A (scripting ERP to fetch data) relies on periodic polling, which may not meet real-time requirements, and Option C (report subscription) does not provide immediate updates. For more information, refer to the Salesforce Platform Events documentation.

NEW QUESTION # 187

Sales stages are shared between sales methodologies at Cloud Kicks. There are three product lines with unique sales

methodologies. A few sales stages overlap between the three product lines.
What should the consultant do?

- **A. Create three sales processes.**
- B. Create three account teams.
- C. Create three opportunity stages.

Answer: A

Explanation:

In Salesforce, when there are multiple sales methodologies that utilize different sales stages, it is best practice to create separate sales processes for each methodology. Since Cloud Kicks has three distinct product lines with unique sales methodologies and some overlapping sales stages, creating three separate sales processes allows each product line to have a tailored approach. Each sales process can be customized to include only the relevant sales stages for that methodology, ensuring clarity for sales reps and proper reporting for each product line.

For more on setting up sales processes, refer to Salesforce documentation: Sales Process Creation and Management.

Cloud Kicks has three product lines, each with unique sales methodologies, but some sales stages overlap between them. To accommodate this, the consultant should create three sales processes.

Key Points:

* Sales Processes in Salesforce:

* A sales process in Salesforce defines the stages that are available for opportunities in a particular sales methodology.

* By creating multiple sales processes, each can have a tailored set of stages relevant to the specific product line.

* Shared Sales Stages:

* Since some stages overlap, these can be included in multiple sales processes.

* This approach avoids redundancy by reusing common stages across different processes.

* Opportunity Record Types:

* Each sales process can be associated with an opportunity record type.

* Record types allow different page layouts and picklist values, enabling customization for each product line.

* Benefits:

* Provides clarity for sales reps by showing only relevant stages for each product line.

* Enhances reporting and forecasting accuracy by aligning stages with specific sales methodologies.

Why Other Options Are Less Suitable:

* A. Create three account teams:

* Account teams are used to define groups of users working on an account. They are not related to defining sales stages or processes.

* B. Create three opportunity stages:

* Creating only three opportunity stages would not accommodate the unique sales methodologies or overlapping stages. It oversimplifies the requirement.

Salesforce Sales Cloud References:

* Defining Sales Processes: Salesforce Help - Define Sales Processes

* Opportunity Record Types and Sales Processes: Salesforce Help - Customize Opportunity Stages

* "You can create different sales processes that include some or all of the picklist values for the Stage field."

* Benefits of Multiple Sales Processes:

* Allows customization of the sales cycle for different products or business lines.

* Improves user experience by simplifying the picklist options relevant to each process.

By creating three sales processes, Cloud Kicks can effectively manage unique sales methodologies for each product line while accommodating overlapping sales stages.

NEW QUESTION # 188

The sales team at Cloud Kicks has been late meeting project deadlines and missed multiple meetings.

What should the consultant recommend to the project manager?

- A. Confirm that the statement of work (SOW) is realistic.
- **B. Revisit the communication plan and set up more frequent check-ins.**
- C. Bring additional resources from the consulting firm to the project.

Answer: B

Explanation:

If the sales team has been missing deadlines and meetings, it may indicate a need to revisit the communication plan and establish

more frequent check-ins. Regular check-ins help keep the team aligned, address any challenges promptly, and reinforce accountability. A well-defined communication plan ensures that everyone stays informed about project status and expectations, which is essential for maintaining momentum and meeting deadlines.

For best practices on project communication, refer to: Salesforce Project Management Communication.

NEW QUESTION # 189

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:

To efficiently analyze login patterns of Cloud Kicks' sales agents, consultants can create a User report and filter by Login Subtype. This filter provides details on the specific method of login, such as mobile or browser, enabling a quick and precise understanding of how agents are accessing Salesforce. This approach allows for easy tracking and analysis without the need to review individual user records manually, streamlining the assessment of login behaviors across a large user base like CK's 500 sales agents.

NEW QUESTION # 190

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