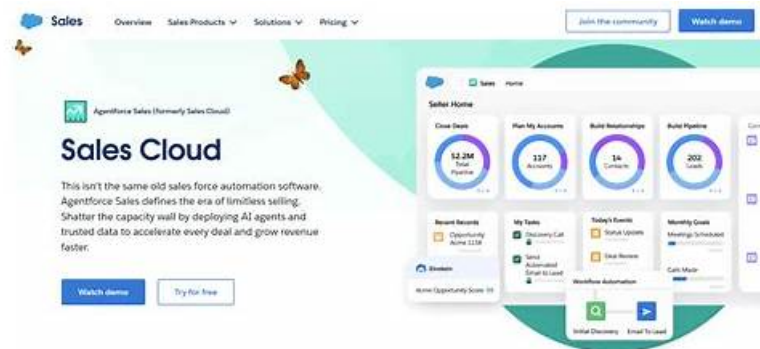


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Salesforce Sales-Cloud-Consultant Certification Exam is ideal for sales professionals, consultants, business analysts, and administrators who work with Salesforce Sales Cloud solutions. Sales-Cloud-Consultant Exam covers a wide range of topics, including Sales Cloud configuration, lead management, opportunity management, sales forecasting, account and contact management, and sales collaboration. Successful completion of the exam demonstrates that the candidate has the knowledge and skills required to help businesses streamline their sales process, enhance customer relationships, and drive revenue growth with Salesforce Sales Cloud solutions.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q41-Q46):

NEW QUESTION # 41

CORRECT TEXT

You have 20,000 leads you want to add to Salesforce. What is the best tool to use?

Answer:

Explanation:
Import
Wizard.

NEW QUESTION # 42

Cloud Kicks is expanding to international markets, but some products are not visible in the international price book. Which two steps should be taken? Choose 2 answers

- A. Check to ensure the products have been added to the price book.
- B. Check that the products have a SO list price
- C. Activate the price book
- D. Check that the products have a standard price in the list price field.
- E. Activate the products in the price book.

Answer: A,E

NEW QUESTION # 43

The management at universal container noticed that the lead conversion ratio has remained the same for the hospitality industry despite increase in lead creation. What steps can help determine the issue

- A. Industry performance dashboard
- B. Report on lead by source.
- C. Campaign dashboard by industry
- D. Report on lead lifetime by industry

Answer: D

NEW QUESTION # 44

Cloud Kicks recently completed the implementation of a new Sales Cloud solution. The stakeholder committee believes that sales user adoption is best measured by opportunities generated by the sales representatives. What can the Consultant recommend to measure sales user adoption?

- A. Enable sales teams and run an opportunity report with teams to see how many Opportunities have team member on them
- B. Create a trend report to determine if there is an increase in deals closed.
- C. Refer back to the project plan to see if the goals were met
- D. Provide a report of user logins to show the increase in user adoption

Answer: A

NEW QUESTION # 45

What is the capability of Data.com Clean? Choose 3 answers

- A. Individual records can be manually compared side-by-side with matched Data.com records and updated field-by-field.
- B. Data.com Clean can be used with salesforce.com person accounts and business accounts
- C. Data.com can be configured to run automated clean jobs to flag field differences and automatically fill blank fields
- D. Accounts must be cleaned before cleaning contacts, but leads may be cleaned either before or after cleaning accounts
- E. Accounts, contact, and lead records can be selected from a list and cleaned all at once.

Answer: A,C

NEW QUESTION # 46

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