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Salesforce Sales-Cloud-Consultant Certification Exam is designed for professionals who want to showcase their expertise in sales cloud solutions. Salesforce Certified Sales Cloud Consultant certification demonstrates that the candidate has an in-depth understanding of the sales cloud functionality and can provide effective solutions to the clients. Salesforce Sales-Cloud-Consultant certification is globally recognized and highly esteemed in the industry, making it a valuable credential for professionals who want to advance their careers in the Salesforce ecosystem.

Earning the Salesforce Sales Cloud Consultant certification demonstrates a high level of expertise and proficiency in Sales Cloud solutions. It is a valuable credential for professionals who want to advance their careers in sales management, business analysis, or consulting. With this certification, candidates can demonstrate their ability to design and implement Sales Cloud solutions that meet the unique needs of their organizations and help drive business success.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q133-Q138):

NEW QUESTION # 133

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

- A. Activate users in the system.
- **B. obtain stakeholder sign-off**
- C. validate the implementation.

Answer: B

Explanation:

The final step in completing a Sales Cloud engagement is to obtain stakeholder sign-off. This formal sign-off ensures that all project deliverables have been met to the satisfaction of the stakeholders and that the implementation is considered complete. It is a crucial step to officially close the project and transition to ongoing support and maintenance.

Reference:

Project Completion and Sign-Off
Ensuring Project Success

NEW QUESTION # 134

Cloud Kicks has a custom object, Projects, that has a Lookup relationship to the Opportunity object. How can the Consultant build a report that contains data from both the Project_c and Opportunity objects?

- A. Cross-object Filters
- B. Dashboards
- C. Matrix Reports
- **D. Custom Report Types**

Answer: D

NEW QUESTION # 135

Cloud Kicks (CK) frequently has multiple sales reps who collaborate on an opportunity. CK needs Salesforce to allocate credit to each sales rep to track against a sales quota.

Which Salesforce feature should the consultant use to meet this requirement?

- A. Custom Metadata
- B. Collaborative Forecasting
- C. Sales Analytics
- **D. Opportunity Splits**

Answer: D

Explanation:

Opportunity Splits is a Salesforce feature that allows users to allocate credit to multiple sales reps who collaborate on an opportunity. Users can define different types of splits, such as revenue splits or overlay splits, and assign percentages or amounts to each team member. Opportunity Splits can help track individual and team performance against sales quotas and goals. Verified

References: [Opportunity Splits]

NEW QUESTION # 136

Northern Trail Outfitters (NTO) has launched an initiative to increase the number of leads being qualified each week, the number of activities being created for each opportunity, and the opportunity win rate. The Vice President (VP) of Sales would like to receive a daily update on the progress being made towards these goals. What solution should a consultant recommend to accomplish this?

- **A. Build a joined report to show the lead, Activity and Opportunity information, scheduled it to email daily to VP of sales.**
- B. Build three reports for the lead, activity, and opportunity information; add them to a dashboard to be emailed daily to the VP of Sales.
- C. Build three reports for the lead, activity, and opportunity information; have them automatically refreshed daily.
- D. Build a custom report type to display lead, activity, and opportunity information; have the VP of Sales follow the report on Chatter.

Answer: A

NEW QUESTION # 137

The sales representatives at Universal Containers have been experiencing the following Challenges with sales data within their Salesforce application. It has been difficult to effectively reach contacts. There are many duplicate contacts. They are unable to segment account data. What should a consultant recommend to remedy all of these challenges?

- **A. Utilize Data.com to flag duplicates and update existing data.**
- B. Export contacts and accounts from Data.com and upload using data loader.
- C. Utilize data loader to export data and flag duplicate records.

Answer: A

NEW QUESTION # 138

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