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Salesforce Certified Sales Cloud Consultant Sample Questions (Q32-Q37):

NEW QUESTION # 32

Northern Trail Outfitters (NTO) is planning to implement salesforce sales cloud to support its professional services division. The NTO 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. Create a custom object related to the account, contact and contact objects.
- B. Create a global publisher action to view all customer purchasing activity
- **C. Enable the orders object in salesforce to track customer purchases**
- D. Enable salesforce console for sales to see customer purchasing activity

Answer: C

NEW QUESTION # 33

Cloud Kicks is running a campaign for the Shoe of the Month club. Sales management wants to use Campaign Influence features with Opportunities to attribute a percentage of success to influential campaigns.

Which feature will allow for revenue share with standard and custom attribution models?

- A. Create a reporting snapshot for Campaigns.
- **B. Use Customizable Campaign Influence for reporting.**
- C. Create a formula field to track Campaign Influence.
- D. Use sharing rules to give access to Campaign members.

Answer: B

Explanation:

Customizable Campaign Influence is a feature that allows users to attribute revenue share to influential campaigns using standard or custom attribution models. An attribution model is a set of rules that determines how much credit each campaign receives for influencing an opportunity. For example, a 50/50 attribution model gives equal credit to all campaigns associated with an opportunity, while a First Touch attribution model gives 100% credit to only the first campaign that touched an opportunity. Customizable Campaign Influence can be enabled from Setup, and it requires that Campaign Influence is also enabled. Users can then add or edit Campaign Influence records from the Campaign Influence related list on Opportunity page layouts, and use reports and dashboards to analyze campaign performance and ROI.

NEW QUESTION # 34

Cloud Kicks is a large global company. The week of global training falls on a holiday week for the European region of the office on holiday.

Which best practice should the Consultant recommend to overcome this obstacle?

- A. Move training for all users to the following week and communicate the change.
- **B. Set up training session for just European region and run the scheduled training.**
- C. Talk to the manager of that region and tell them how important training is and that they should come.
- D. Run the training as planned and record it so the other users can watch the video.

Answer: B

NEW QUESTION # 35

Describe Quota.

- **A. Benchmark of how much should be sold within a certain time frame**
- B. Consists of opportunities in various stages of maturity
- C. Revenue projection that can be expressed in dollar amounts, units of product family, or both

Answer: A

NEW QUESTION # 36

What is the benefit of a Force.com sandbox?

- A. It extends Salesforce functionality
- B. It builds new application functionality

- C. It allows to create or change buttons, and dynamically route approvals
- **D. It allows for development, testing, and training**

Answer: D

NEW QUESTION # 37

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