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Salesforce Sales-Cloud-Consultant certification exam is designed for professionals who want to prove their expertise in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is particularly suitable for those who work as sales managers, consultants, or administrators. By passing the Sales-Cloud-Consultant Exam, candidates can demonstrate their knowledge of key concepts related to Sales Cloud functionality, implementation, and best practices.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q31-Q36):

NEW QUESTION # 31

Universal Computing is planning to implement salesforce sales cloud to support its professional services division. The universal computing 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. Enable salesforce console for sales to see customer purchasing activity
- **C. Enable the orders object in salesforce to track customer purchases**
- D. Create a global publisher action to view all customer purchasing activity

Answer: C

NEW QUESTION # 32

Which of the following stage should be matched with the Forecast Category "Closed"?

- A. Closed and Lost
- B. Mid pipeline
- C. Early pipeline stages
- D. Late pipeline stages
- E. Closed and Won

Answer: E

NEW QUESTION # 33

The sales director at Cloud Kicks wants to enable Person Accounts in its org. The sales director asked a consultant to evaluate the solution and present it to the sales team.

What should the consultant consider when evaluating Person Accounts?

- A. Enabling Person Accounts requires a Public Read/Write sharing model
- B. Enabling the Person Accounts feature is Irreversible.
- C. Person Account records only count toward Account storage.
- D. The Person Account object must have at least two record types.

Answer: B

Explanation:

* Enabling the Person Accounts feature is irreversible is something that the consultant should consider

* when evaluating Person Accounts. Person Accounts are a type of account that represent individual consumers rather than business accounts. Enabling Person Accounts is a permanent action that cannot be undone or deactivated once it is done. Therefore, the consultant should carefully evaluate the pros and cons of using Person Accounts and make sure that Cloud Kicks understands the implications and limitations of this feature before enabling it.

NEW QUESTION # 34

Universal Containers recently enabled Chatter and has found it extremely helpful in the sales process. Given the success, Universal Containers would like to bring the competitive intelligence team into Salesforce to leverage Chatter to collaborate on opportunities when key competitors are identified. Which step should be considered when setting up the competitive intelligence team? Select two answers.

- A. Set up each member of the competitive intelligence team with standard user licenses.
- B. Set up each member of the competitive intelligence team with Chatter Free licenses.
- C. Create a single user for the competitive intelligence team to share.
- D. Add the competitive intelligence team to Chatter groups organized by competitor.

Answer: A,D

NEW QUESTION # 35

How many reports should you design for optimal usability?

- A. As many as needed per role, without overwhelming users
- B. The more the better, as long as you are using a clear naming convention
- C. Five to seven reports per role
- D. Up to 10 reports per role

Answer: A

NEW QUESTION # 36

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