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Salesforce Sales-Cloud-Consultant (Salesforce Certified Sales Cloud Consultant) exam is an industry-recognized certification that validates the expertise of professionals in the field of sales cloud consulting. Salesforce Certified Sales Cloud Consultant certification is designed for individuals who have experience in sales and marketing and want to specialize in Salesforce's sales cloud platform. Sales-Cloud-Consultant Exam covers topics such as sales process design, sales forecasting, lead management, opportunity management, and account and contact management.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q119-Q124):

NEW QUESTION # 119

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.

What should a consultant recommend to yield better search results?

- A. Use parentheses operator to limit search to the Contacts object.
- B. Use quotation marks operator around contact's first and last name.
- **C. Add company name next to contacts full name in the search window.**
- D. Add LIKE keyword next to contact's full name in the search window.

Answer: C

NEW QUESTION # 120

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

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

Answer: A,C,D

NEW QUESTION # 121

Universal Containers has noticed a sizeable decrease in the number of sales representatives who are meeting their quotas. What should be evaluated to determine the cause of this decline? Choose 2 answers:

- A. Comparison report of forecasts versus converted leads.
- **B. Activity history report on open and closed opportunities.**
- **C. Trending report on won versus lost opportunities**
- D. Percent of converted leads per sales representative.

Answer: B,C

NEW QUESTION # 122

Sales managers at Cloud Kicks need to visualize all open opportunities based on the location of the related Account. Which solution should a consultant recommend?

- A. Using Tableau CRM, import a data lens with the State and City for all opportunities.
- B. Create a dashboard that uses a report grouping opportunities by Account.
- **C. Using Salesforce Maps, configure a Data Layer showing open opportunities.**
- D. Enable Location Services and add the Account Address field to the Opportunity page layout.

Answer: C

Explanation:

Using Salesforce Maps, configure a Data Layer showing open opportunities is the best solution to meet the requirement of visualizing all open opportunities based on the location of the related Account. Salesforce Maps is a feature that allows users to view and manage their geographic data on an interactive map. A Data Layer is a layer of data that can be added to a map to show records from one or more objects based on filters and criteria. By using Salesforce Maps, configure a Data Layer showing open opportunities, Cloud Kicks sales representatives can see all open opportunities on a map based on the address fields of their related accounts, and perform actions such as creating tasks, logging calls, updating fields, etc.

NEW QUESTION # 123

A consultant for Universal Containers is preparing to migrate the company's legacy CRM to Sales Cloud. The admin for the previous system is enthusiastic about Sales Cloud and driving the objectives of the implementation, but end users have expressed dissatisfaction about moving to a new platform.

How should the consultant determine and validate their approach with end users?

- **A. Enlist the help of a champion to ensure that Sales Cloud is meeting end user needs.**

- B. Interview top-level executives to understand the Sales Cloud key performance indicators (KPIs) for end users.
- C. Conduct a technical review of Sales Cloud with developers to evaluate solutions for end users.

Answer: A

Explanation:

To improve end-user adoption and address concerns regarding the new Sales Cloud platform, it's effective to enlist the help of a champion. A champion is someone within the organization who can advocate for the system, bridge the gap between end users and the project team, and help align the solution with user needs.

* Role of a Champion: Champions can provide valuable insights into end-user needs and help drive enthusiasm and acceptance among users by demonstrating the benefits of Sales Cloud.

* Encouraging User Buy-In: By having someone who understands the system and user concerns, the consultant can adjust the implementation approach based on user feedback, improving adoption and satisfaction.

Option B (interviewing top-level executives) might miss the specific concerns of end users, and Option C (technical review with developers) focuses on technical aspects rather than user experience and adoption. For more information, refer to Salesforce's User Adoption Strategies.

NEW QUESTION # 124

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