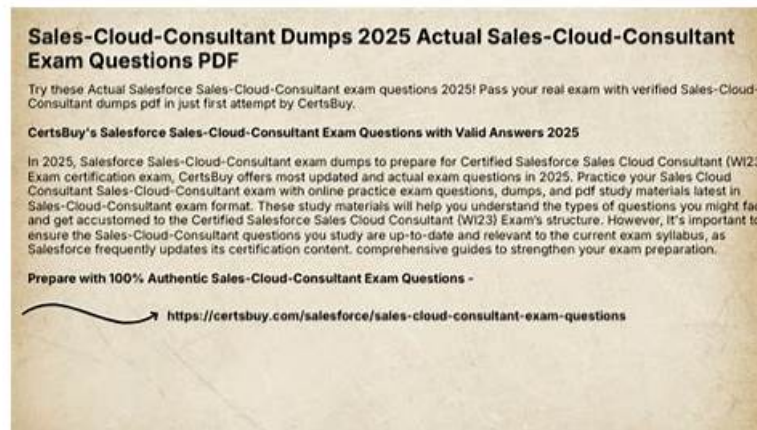


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Salesforce Sales-Cloud-Consultant Certification Exam covers a wide range of topics related to Salesforce Sales Cloud, including sales process design, lead management, opportunity management, forecasting, and territory management. Sales-Cloud-Consultant exam also evaluates the candidate's knowledge of Salesforce automation tools, including workflows, approvals, and process builder. Salesforce Certified Sales Cloud Consultant certification exam also tests the candidate's understanding of Salesforce Sales Cloud security features, such as data security, sharing rules, and user permissions.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q90-Q95):

NEW QUESTION # 90

A sales representative at Universal Containers who recently lost a sales deal to a competitor has set the opportunity stage to closed/lost. What impact will this have on the opportunity in the forecast?

- A. It will be associated with the closed forecast category and it contributes to the forecast.
- **B. It will be associated with the omitted forecast category and does NOT contribute to the forecast.**
- C. It will be associated with the omitted forecast category and sales management must override to exclude it from the forecast.
- D. It will be associated with the lost forecast category and only sales managers will be able to view it in the forecast.

Answer: B

NEW QUESTION # 91

An outsourced contact center is losing part-time agents to a nearby contact center that promotes flexible scheduling. Which support channel requires the smallest amount of agent work time?

- A. Email to case
- **B. Web self service**
- C. Chat
- D. Web to case

Answer: B

NEW QUESTION # 92

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

Answer: A

NEW QUESTION # 93

Cloud Kicks has a Public Read Only Opportunity sharing model. A sales rep noticed they can edit some opportunities associated with accounts they own, but are unable to edit other opportunities associated with accounts they own. Which reason explains the sales rep's experience?

- A. Some opportunities associated with these accounts are owned by other users.
- B. Sharing rules for Opportunities are set to a public group for managers.
- **C. The user is a member of an Account Team with Read/Write access on Opportunities.**

Answer: C

Explanation:

Cloud Kicks has a Public Read Only sharing model for Opportunities. A sales rep can edit some opportunities associated with accounts they own but cannot edit others.

* Account Teams:

* Definition: Account Teams allow multiple users to have access to an account and its related records, such as opportunities, cases, and contacts.

* Access Levels: Team members can have varying levels of access (Read Only, Read/Write) to the account and related records.

* Scenario Analysis:

* Editable Opportunities: The sales rep can edit opportunities where they are a member of the Account Team with Read/Write access on Opportunities.

* Non-Editable Opportunities: For opportunities where they are not on the Account Team or have Read Only access, they cannot edit those opportunities, even if they own the account.

Why Other Options Are Less Suitable:

* Option A: Ownership of the account does not grant edit access to all related opportunities if the opportunities are owned by other users and sharing settings are restrictive.

* Option B: Sharing rules for managers would not directly impact a sales rep's ability to edit opportunities unless they are part of that public group, which isn't indicated in the scenario.

Salesforce Sales Cloud References:

* Account Teams Overview: Salesforce Help - Account Teams

* Setting Up Account Teams: Salesforce Help - Set Up Account Teams

* Opportunity Access via Account Teams: Salesforce Help - Grant Access Using Account Teams By being a member of an

Account Team with Read/Write access on Opportunities, the sales rep gains the ability to edit certain opportunities associated with accounts they own.

NEW QUESTION # 94

CORRECT TEXT

What are several ways you can improve Sales Rep productivity?

Answer:

Explanation:

Improve

data entry by consolidating data that may be stored across multiple systems into one common set of forms/fields Integrate to other systems that store client data and provide single view visibility into key data components Ensure that client data is current and consistent across systems Create reports and dashboards that provide a view of key metrics for the sales team

NEW QUESTION # 95

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