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Salesforce Certified Sales Cloud Consultant Sample Questions (Q38-Q43):

NEW QUESTION # 38
Northern Trail Outfitters (NTO) is hiring additional sales representatives due to rapid sales growth. The NTO sales management team wants to develop more structure around sales territory. Which two data points should be considered? Choose 2 answers

- A. Number of currencies needed to support each sales territory
- B. Average number of customers managed by a sales representative
- C. Distance between the customer headquarters and their sales representatives
- D. Attributes needed to segment and categorize customers

Answer: B,C

NEW QUESTION # 39
What happens if you change a private group to public in Chatter?

Answer:

Explanation:
If you change a private group to public, updates and files are visible to all users, all pending requests to join the group are accepted, and anyone can join the group.

NEW QUESTION # 40
An executive at Cloud Kicks (CK) has asked its admin to create a diagram to show the high-level process areas within the business. CK plans to use the diagram to show the context of a new area of the business within the overall business.
What should the admin create to meet this requirement?

- A. Value Stream Map
- B. Capability Model
- C. Suppliers, Imports, Processes, Outputs, Customers (SIPOC) Diagram
- D. Strengths, Weaknesses, Opportunities, Threats (SWOT) Diagram

Answer: B

Explanation:
A SIPOC diagram is a tool that can be used to show the high-level process areas within a business, as well as the inputs and outputs of each process, and the suppliers and customers involved. It can help provide an overview of how a business operates and how different processes relate to each other. A SWOT diagram is used to analyze the strengths, weaknesses, opportunities, and threats of a business or a project. A value stream map is used to show the flow of value from customer demand to product delivery, and identify waste and improvement opportunities along the way. A capability model is used to describe the capabilities of a business or an organization, and how they support its goals and objectives

NEW QUESTION # 41
Cloud Kicks (CK), a large global organization, is rolling out a complex Salesforce Release to its staff located in offices around the world.
Which approach should the consultant recommend that CK use for training this audience?

- A. Leverage Trailhead and documentation.
- B. Configure In-App Guidance.
- C. Conduct Train-the-trainer sessions.

Answer: C

Explanation:
For a large, global rollout, conducting Train-the-Trainer sessions is the most effective approach. Here's why:
* Scalability and Localization: Train-the-Trainer sessions prepare local trainers who can then provide tailored training to their respective regions. This approach ensures that training is scalable and adaptable to the specific needs of each location.
* Global Consistency: By training designated trainers, CK can ensure consistency in the information being conveyed while allowing for localization of the training material where needed.
* Salesforce Best Practices: For large, distributed organizations, Salesforce recommends the Train-the- Trainer model to ensure broad coverage and effective communication across global teams.
* References: Salesforce's documentation on User Training and Change Management describes the Train-the-Trainer model as a recommended strategy for large-scale implementations.
In summary, conducting Train-the-Trainer sessions (Option B) is the best approach to ensure effective training across CK's global organization.

NEW QUESTION # 42

Forecast Category "Closed" can be summarized as:

- A. Closed + Commit
- B. Closed
- C. Commit + Best Case + Pipeline
- D. Closed + Commit + Best Case

Answer: B

NEW QUESTION # 43

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