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Question

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q54-Q59):

NEW QUESTION # 54

If a user is deactivated what happens to their Chatter settings?

Answer:

Explanation:

If Chatter is enabled and a user is deactivated, the user is removed from Following and Followers lists.

NEW QUESTION # 55

Management at Northern Trail Outfitters want to see forecast numbers by all sales representatives and by multiple product groups. Which two actions should a consultant recommend to meet these requirements?

Choose 2 answers

- A. Build a custom forecast report showing product groups
- **B. Implement Collaborative Forecasting with quota attainment.**
- C. Build a forecast list view by product family groups
- **D. Implement Collaborative Forecasting with product family.**

Answer: B,D

NEW QUESTION # 56

Sales management at Universal Containers needs to provide channel partners with easy access to approved product documentation. They also need to notify partners about the material revisions and updates. How can they achieve these goals in Salesforce?

- **A. Enable Content in the Partner Community and enable Content email alerts for partner users.**
- B. Enable the Document tab in the Partner Community and enable email alerts for partner users.
- C. Add the Content related list to the partner contact page layout and enable content delivery.
- D. Add the Content related list to the partner account page layout and enable content delivery.

Answer: A

NEW QUESTION # 57

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

Answer: D

Explanation:

Using quotation marks operator around contact's first and last name is a recommendation that can yield better search results when searching for contacts in global search. Global search is a feature that allows users to search for records or information across

multiple objects and fields in Salesforce. Quotation marks operator is an operator that can be used in global search to find an exact phrase or match in a record or field. For example, searching for "John Smith" will return only records or fields that contain John Smith as an exact phrase or match, not John Doe or Adam Smith or John Smithson. By using quotation marks operator around contact's first and last name, Cloud Kicks users can narrow down their search results and find the contacts they are looking for more easily and quickly.

NEW QUESTION # 58

Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various regions. The current CRM application manages customer and pipeline information that resides in a legacy back-end application which needs to be migrated to Salesforce.

Which approach should the consultant use for the source data migration?

- A. Migrate all Accounts, then Contacts, and then Opportunities from the legacy back-end application.
- B. Migrate all Contacts, then Opportunities, and then Accounts from the legacy back-end application.
- C. Migrate all Contacts, then Accounts, and then Opportunities from the current CRM application.
- D. Migrate all Opportunities, and then associate Accounts and Contacts from the current CRM application.

Answer: A

Explanation:

This is the approach that the consultant should use for the source data migration. Accounts, Contacts, and Opportunities are related objects in Salesforce, and they have dependencies based on their lookup or master-detail relationships. Accounts are parent objects of Contacts and Opportunities, so they should be migrated first. Contacts are child objects of Accounts and parent objects of Opportunity Contact Roles, so they should be migrated second. Opportunities are child objects of Accounts and parent objects of Opportunity Products and Opportunity Splits, so they should be migrated last. Verified Reference: [Data Migration Best Practices]

NEW QUESTION # 59

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Of course, Africa is not one country, as we consider in the next chapter, Sales-Cloud-Consultant but it is richer than you think, In multiple cases the experts even talked about using Excel to analyze their Big Data datasets.

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