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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q70-Q75):

NEW QUESTION # 70

After creating a brand new sneaker Product object record for Cloud Kicks, the admin is unable to add this product to Price Books. How should the consultant resolve the issue?

- **A. Set a standard active price.**
- B. Add the product to a price schedule.
- C. Edit the sharing settings of the Product object.

**Answer: A**

Explanation:

In Salesforce, a product must have an active standard price defined before it can be added to any price book.

Without this, the product will not be available for selection within price books, which explains why the admin at Cloud Kicks is unable to add the new product.

\* **Activating Product for Price Books:** By setting a standard active price, the product becomes eligible for inclusion in price books, allowing it to be sold and associated with opportunities.

\* **Ensuring Products are Ready for Sales:** The standard active price acts as a baseline, ensuring that all products have a minimum price defined before they can be added to custom price books.

Option A (adding to a price schedule) is unrelated to price book eligibility, and Option B (editing sharing settings) pertains to access control, not price activation. For additional information, see Salesforce Product and Price Book Management.

### NEW QUESTION # 71

Cloud Kicks (CK) has implemented different sales stages across its varied product lines. CK wants to deploy Collaborative Forecasts to all sales users.

What should a consultant consider when rolling out forecast?

- A. Multiple Forecast Types must be created and activated.
- **B. Single Category or Cumulative Forecast Rollup should be defined.**
- C. Opportunity Splits must be enabled at the same time.

**Answer: B**

Explanation:

When deploying Collaborative Forecasts with varied sales stages across product lines, creating and activating multiple Forecast Types is essential. Here's why:

\* **Multiple Forecast Types for Different Product Lines:** With different sales stages across product lines, each product line may require a unique forecast type to reflect its distinct stages. Salesforce allows the creation of multiple forecast types, which can be configured to cater to specific sales processes.

\* **Accurate Forecasting:** By setting up multiple forecast types, Cloud Kicks can ensure that forecasts align with the unique sales processes for each product line, enabling accurate and actionable forecasting.

\* **Salesforce Best Practices:** Salesforce recommends defining multiple forecast types when organizations have varied sales stages, as this allows for customized forecast management that aligns with business requirements.

\* **References:** Salesforce's documentation on Collaborative Forecasts outlines the process of configuring multiple forecast types and how to manage them.

In summary, creating and activating multiple Forecast Types (Option B) is necessary to accurately roll out forecasts across varied product lines at Cloud Kicks.

### NEW QUESTION # 72

Cloud Kicks has a Web-to-Lead form on its website. Following an update to the form to add new picklist values, some leads are routing to the default lead owner.

What should the consultant validate when troubleshooting the issue?

- **A. The picklist values are part of Lead assignment rule criteria.**
- B. A new web-to-lead form needs to be created to reflect the new picklist values.
- C. Picklist values are included in only one rule entry.

**Answer: A**

Explanation:

When troubleshooting leads routing to the default lead owner, the consultant should validate that the new picklist values are part of

the Lead assignment rule criteria. Here's why:

\* Assignment Rule Logic: If the newly added picklist values are not included in the lead assignment rules, Salesforce will not recognize them for routing and will instead send leads to the default owner.

Ensuring the criteria cover all picklist options is essential for correct routing.

\* Consistency with Web-to-Lead: The lead assignment rules must align with the Web-to-Lead form options. If the form contains new picklist values, these values must also be accounted for in the assignment criteria.

\* Salesforce Best Practices: Salesforce recommends regularly reviewing and updating assignment rules, especially after adding new fields or values that impact lead routing.

\* References: Salesforce documentation on Lead Management includes guidance on configuring and validating lead assignment rules. In summary, the consultant should validate that the new picklist values are included in the Lead assignment rule criteria (Option A) to ensure proper lead routing.

### NEW QUESTION # 73

Cloud Kicks maintains products and price books on an external platform due to the high frequency of product pricing changes. Sales managers want to monitor pipeline by sales rep and track team revenue to goal in Sales Cloud.

What should the consultant do to meet the requirement?

- A. Create reports on closed Opportunities.
- **B. Use Opportunities and enable Forecasts.**
- C. Implement Opportunity Teams and Opportunity Splits.

**Answer: B**

Explanation:

To monitor pipeline and track team revenue to goal, using Opportunities with Salesforce Forecasts is the best approach.

Opportunities enable tracking of individual deals, while Forecasts provide a consolidated view of expected revenue, allowing sales managers to view progress toward goals by rep, team, or other criteria. This configuration supports both pipeline monitoring and revenue goal tracking, which aligns with CK's requirements.

While Opportunity Teams and Opportunity Splits are useful for revenue sharing and tracking contributions on specific deals, they do not offer the comprehensive goal-tracking functionality that Forecasts provide.

Creating reports on closed Opportunities is helpful but lacks the real-time forecasting capabilities required.

Salesforce Documentation References:

\* Sales Forecasting in Salesforce

\* Using Opportunities with Forecasts

### NEW QUESTION # 74

A consultant for Cloud Kicks is migrating data from an on-premises system to Salesforce. The consultant has imported Account records, and is attempting to import the associated Contacts using Data Loader, but the import has failed records. The error messages all read UNABLE TO LOCK ROW.

What is causing these records to fail?

- A. Contact records should be imported in the same batch as Account records.
- B. An Apex trigger on the Account object is firing on insert and causing the Contact import to fail.
- **C. Updates to child records that have the same parent records are being processed simultaneously.**

**Answer: C**

Explanation:

The "UNABLE TO LOCK ROW" error typically occurs when multiple processes attempt to update child records that share the same parent record at the same time. In this case, when importing Contacts associated with Accounts, the Data Loader is likely attempting to update several Contacts for the same Account simultaneously, causing row-level locking issues.

Salesforce's documentation explains that row locks can occur when related records are updated concurrently.

To avoid this, it is recommended to batch imports so that child records with the same parent are processed sequentially rather than simultaneously.

### NEW QUESTION # 75

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