

Test Certification Sales-Cloud-Consultant Cost & Sales-Cloud-Consultant Clear Exam



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Quiz 2026 Salesforce Sales-Cloud-Consultant – Valid Test Certification Cost

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q21-Q26):

NEW QUESTION # 21

A sales Rep in the universal won a sales deal and set the opportunity stage as Close/Won. What impact will this change have on the opportunity in the forecast?

- A. It will be associated with the Closed/Won forecast category and will need to be added by the sales rep.
- B. It will be associated with the Closed/Won forecast category and contribute to the forecast once approved with the manager.
- C. It will be associated with the Closed/Won forecast category and will need to be committed by the sales rep.
- **D. It will be associated with the Closed/Won forecast category and automatically contribute to the forecast.**

Answer: D

NEW QUESTION # 22

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 two.)

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

Answer: A,C

NEW QUESTION # 23

Universal Containers wants to implement Knowledge to assist agents with the resolution of cases.

Which three recommendations should a consultant make to meet this requirement? Choose 3 answers

- A. Enable article submission during case close.
- B. Enable article customization for open cases.
- C. Enable suggested articles on new cases.
- D. Create an email template to send articles as PDF attachments.
- E. Enable agents to create their own personal articles.

Answer: A,C,D

NEW QUESTION # 24

A consulting firm has been retained to implement a new Service Cloud platform for a company. This company requires quick iterations and a speedy project completion. The company has requested frequent project updates for check-ins and refinement. Which methodology should the Consultant recommend to meet the given requirements?

- A. Kanban
- B. Waterfall
- C. Agile
- D. Lightning Platform

Answer: C

NEW QUESTION # 25

Cloud Kicks (CK) uses Collaborative Forecasts and has a custom currency field, Discount, on Opportunity that allows sales reps to record when they give a discount on an opportunity. CK just added a new business unit to Salesforce. Managers in the new business unit report that their forecasts are accurate but they are unable to see the discount amount in the Opportunity list in Collaborative Forecasting.

What should a consultant do to resolve the issue?

- A. Use a validation rule to ensure that a discount is entered.
- B. Check the field level security for the managers' profile.
- C. Add the Discount field to the Sales Path for the managers.
- D. Add a new discount field for the new business unit.

Answer: B

NEW QUESTION # 26

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