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Salesforce Certified Sales Cloud Consultant Sample Questions (Q138-Q143):

NEW QUESTION # 138

Cloud Kicks (CK) is starting to plan its first Salesforce Release. CK would like to put together a comprehensive preview of the release to communicate the upcoming changes and new features to the leadership team, stakeholders, and end users. CK has asked a consultant for guidance.

Which option should the consultant recommend?

- A. Release Notes
- B. Release Matrix
- C. Release in a Box

Answer: C

Explanation:

Salesforce's "Release in a Box" is a comprehensive toolkit designed to help organizations communicate upcoming changes and new features included in a Salesforce release. This option provides templates, presentations, and detailed guides, which are valuable for engaging leadership, stakeholders, and end users. It enables Cloud Kicks to deliver a clear, structured preview of the new features and enhancements in an upcoming Salesforce release, facilitating smoother adoption and better understanding across the organization.

For more information on Release in a Box and how to use it effectively, refer to: Salesforce Release Resources.

Cloud Kicks (CK) wants to create a comprehensive preview of its first Salesforce Release to communicate upcoming changes and new features to various stakeholders. The consultant should recommend using Release in a Box.

Key Points:

* Release in a Box:

* Salesforce's Release in a Box is a set of resources designed to help organizations understand and communicate new features and enhancements in Salesforce releases.

* It includes presentations, demos, and documentation tailored for different audiences, such as leadership, stakeholders, and end users.

* Benefits:

* Comprehensive Preview: Provides a detailed overview of new functionalities and changes.

* Tailored Communication: Materials can be customized to address the specific needs and interests of different audiences.

* Facilitates Adoption: By effectively communicating changes, organizations can improve user adoption and minimize resistance.

* Components of Release in a Box:

* Executive Overview: High-level summary suitable for leadership.

* Feature Deep Dives: Detailed explanations of new features.

* Demo Scripts: Guides for demonstrating new functionalities.

* Release Notes Highlights: Summarized key points from the full release notes.

Why Other Options Are Less Suitable:

* B. Release Matrix:

* A Release Matrix typically outlines the schedule and scope of releases but does not provide the comprehensive, communicative materials needed to preview changes to stakeholders.

* C. Release Notes:

* While Salesforce Release Notes contain detailed information about new features, they are extensive and technical, making them less suitable for presenting to a broad audience without customization.

Salesforce Sales Cloud References:

* Salesforce Release Resources: Salesforce Release in a Box

* Salesforce provides Release in a Box materials for each major release, which can be accessed and customized by customers.

* Change Management Best Practices: Salesforce Help - Change Management

* Emphasizes the importance of communication and training when introducing new features.

By utilizing Release in a Box, Cloud Kicks can effectively communicate upcoming changes and new features to leadership, stakeholders, and end users, ensuring a smooth and informed transition with their first Salesforce Release.

NEW QUESTION # 139

The sales director of retail products at Cloud Kicks wants to allow sales reps to clone orders to avoid repetitive tasks. Which guideline should a consultant consider when cloning an order with products?

- A. A cloned order's start date must fall between the associated contract's start and end dates.
- B. A cloned order must be associated with the same contract as the original order.
- C. A cloned order must have a later end date from the associated contract.

Answer: A

Explanation:

When cloning an order with products, Salesforce enforces guidelines to ensure the cloned order's dates are valid relative to the contract it is associated with. Specifically, the cloned order's start date must be within the contract's start and end dates. This ensures that the cloned order remains aligned with the terms of the contract and is valid for fulfillment under the existing contract constraints. This rule maintains consistency and accuracy in order and contract management. For more on order and contract management, review Salesforce's Order Guidelines.

NEW QUESTION # 140

Universal Containers is realigning sales territories and needs to update ownership across its 400,000 accounts. The organization-wide default for Accounts is Private. Which factor should the consultant consider when updating the sales territories and Account owners?

- A. The operations team can defer sharing calculations to decrease the risk of lock errors during the data update.
- B. The organization-wide default should be set to Public before the update can be performed.
- C. The Salesforce recycle bin needs to be emptied prior to realignment.

Answer: A

Explanation:

When updating account ownership on a large scale, deferring sharing calculations is a key consideration to minimize lock errors. Here's why:

- * Lock Error Mitigation: With a Private sharing model, frequent updates can trigger recalculations of sharing rules, increasing the risk of lock errors due to high processing demand. Deferring these calculations can reduce system strain and ensure smoother updates.
- * Efficiency in Large Updates: Deferring sharing calculations temporarily during the update allows for faster processing. Once the updates are complete, recalculations can be performed in a controlled manner.
- * Salesforce Best Practices: Salesforce recommends deferring sharing calculations when updating large data sets, particularly with Private sharing settings, to optimize performance and reduce errors.
- * References: Detailed guidance on Managing Data Changes and Reducing Lock Errors can be found in Salesforce documentation for large-scale data management.

In summary, deferring sharing calculations (Option C) is the recommended approach to efficiently update account ownership across many records in a Private sharing model.

NEW QUESTION # 141

Cloud Kicks (CK) frequently works with contractors for marketing focus groups. These contractors change companies often, and CK wants to retain its company history through Accounts. What should the consultant recommend?

- A. Implement the Contacts to Multiple Accounts feature.
- B. Implement Person Accounts to represent the relationship.
- C. Use a custom object to represent the previous companies.

Answer: B

Explanation:

The Contacts to Multiple Accounts feature in Salesforce allows a single contact to be associated with multiple accounts, which is useful for situations where individuals change companies or have multiple affiliations. For Cloud Kicks, this feature enables tracking of contractors' historical company associations while maintaining a single contact record for each individual. This method retains a complete history of each contractor's company associations over time, aligning with CK's need to retain company history. For more on Contacts to Multiple Accounts, refer to: Contacts to Multiple Accounts Overview.

Cloud Kicks (CK) frequently works with contractors who change companies often. CK wants to retain the company history of these contractors through Accounts. To meet this requirement, the consultant should recommend implementing the Contacts to Multiple Accounts feature.

Key Points:

* Contacts to Multiple Accounts Feature:

* Overview: This feature allows a single contact to be associated with multiple accounts in Salesforce.

* Primary Account: Each contact has a primary account, which is the account reflected in the Account Name field on the contact's detail page.

* Related Accounts: Additional accounts can be associated with the contact via the Related Accounts list, maintaining a history of previous employers or associations.

* Benefits:

* Historical Tracking: CK can track the history of contractors as they move between different companies, retaining valuable relationship data.

* Data Integrity: Eliminates the need for duplicate contact records, ensuring data remains clean and consistent.

* Enhanced Relationships: Provides a complete view of a contact's affiliations, aiding in marketing and communication efforts.

Why Other Options Are Less Suitable:

* Option A: Using a custom object to represent previous companies is unnecessary and complicates the data model when standard functionality exists.

* Option C: Implementing Person Accounts is intended for organizations that deal with individuals rather than businesses. It merges account and contact fields for B2C scenarios, which doesn't align with CK's need to track contractors associated with multiple companies.

Salesforce Sales Cloud References:

* Relate a Single Contact to Multiple Accounts: Salesforce Help - Contacts to Multiple Accounts

* Setting Up Contacts to Multiple Accounts: Salesforce Setup Guide

By implementing the Contacts to Multiple Accounts feature, Cloud Kicks can effectively manage contractors who frequently change companies while preserving their company history through Accounts.

NEW QUESTION # 142

Cloud Kicks want to track the return on investment (ROI) of its marketing campaigns for trade shows and customer webinars. What should the consultant recommend?

- A. Enable Campaign Influence and add It to the Opportunity page layout.
- **B. Use the Primary Campaign Source field on the Opportunity object.**
- C. Create a custom field on the Opportunity object to capture Campaign details.

Answer: B

Explanation:

Campaign Influence allows tracking multiple marketing campaigns that have impacted an opportunity, making it an ideal solution for measuring the ROI of marketing efforts such as trade shows and webinars. By enabling Campaign Influence, Cloud Kicks can associate opportunities with one or more campaigns, thus measuring the influence and ROI of each campaign.

* Tracking Campaign ROI: Campaign Influence enables users to see how campaigns contribute to closed deals. It allows for custom attribution models, giving flexibility in how influence is measured.

* Visibility on Opportunity Records: By adding Campaign Influence to the Opportunity page layout, sales reps can easily view which campaigns influenced an opportunity, which supports ROI analysis.

Option A (Primary Campaign Source) limits tracking to a single campaign, and Option C (creating a custom field) would not provide the multi-campaign tracking flexibility available with Campaign Influence. For more on setting up and using Campaign Influence, refer to Salesforce Campaign Influence documentation.

NEW QUESTION # 143

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