

# Sales-Cloud-Consultant New Test Camp & Latest Sales-Cloud-Consultant Questions



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>> **Sales-Cloud-Consultant New Test Camp** <<

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To prepare for the Sales-Cloud-Consultant Exam, Salesforce offers a variety of resources, including official study guides, practice exams, and online training courses. Additionally, candidates can find a wealth of information and support through the Salesforce community, where they can connect with other professionals who have already taken the exam and learn from their experiences.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q13-Q18):

### NEW QUESTION # 13

During the Discovery phase of a project, which three steps should a consultant complete to prepare for a successful engagement?  
Choose 3 answers

- A. Set project milestones.
- B. Define sales processes.
- C. Define success metrics.
- D. Create implementation plan.
- E. Establish project goals.

**Answer: B,C,E**

Explanation:

These are three steps that a consultant should complete to prepare for a successful engagement during the Discovery phase of a project. Establishing project goals can help align the expectations and priorities of the stakeholders and the project team, and provide a clear direction for the project. Defining sales processes can help understand the current and desired state of the customer's business operations, and identify the gaps and opportunities for improvement. Defining success metrics can help measure the impact and value of the project, and evaluate the progress and outcomes of the project. Verified Reference:

<https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf> (page 18)

[https://trailhead.salesforce.com/en/content/learn/modules/consulting\\_skills\\_for\\_salesforce\\_professionals/discover-the-customer-situation](https://trailhead.salesforce.com/en/content/learn/modules/consulting_skills_for_salesforce_professionals/discover-the-customer-situation)

### NEW QUESTION # 14

What is the Capability of Chatter Files? Choose 2 answers

- A. Private content may only be shared in private Chatter groups
- B. Files can be synced from Chatter to a folder in a local directory
- C. Users can use mentions to share files in content libraries
- D. All content files from content libraries can be synced in Chatter

**Answer: B,D**

### NEW QUESTION # 15

Universal publications are a publishing house that sells online subscriptions for its leading magazine. Customers can make a single Payment, or set up to pay weekly, monthly or quarterly. Universal Publications wants to use opportunities to track and report on these subscription deals. What should a consultant recommend to meet this requirement?

- A. Use assets with a lookup to opportunity object.
- B. Use contracts with a lookup to opportunity object.
- C. Enable schedules on product object.
- D. Enable schedules on opportunity object.

**Answer: C**

### NEW QUESTION # 16

UC wishes to track relationships between its customers. For example, some customers are suppliers for other customers. What should a consultant recommend to track multiple customer relationships in Salesforce?

- A. Add the related company to the first company's custom supplier lookup field as a value.
- B. Add the related company to the first company's account team, with supplier as the role.
- C. Add the related company to the first company's contact roles related list, with supplier as a value.

- D. Add the related company to the first company's partner related list, with supplier as a value.

Answer: D

#### NEW QUESTION # 17

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

Answer: A

#### NEW QUESTION # 18

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