

EX-Con-101復習攻略問題 & EX-Con-101試験情報



BONUS!!! CertShiken EX-Con-101ダンプの一部を無料でダウンロード：<https://drive.google.com/open?id=1HMHdVLsH-NE57Gj9Wi-bQZ7BkzIfgEMq>

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このほど、今のIT会社は多くのIT技術人材を急速に需要して、あなたはこのラッキーな人になりたいですか？SalesforceのEX-Con-101試験に参加するのはあなたに自身のレベルを高めさせるだけでなく、あなたがより良く就職し輝かしい未来を持っています。弊社CertShikenはSalesforceのEX-Con-101問題集を購入し勉強した後、あなたはEX-Con-101試験に合格することでできると信じています。

>> EX-Con-101復習攻略問題 <<

EX-Con-101試験情報、EX-Con-101練習問題集

Salesforce EX-Con-101試験を目前に控えて、不安なのですか。我々社のSalesforce EX-Con-101問題集のソフト版を購入するに値するかまだ疑問がありますか。こうしたら、我々CertShikenのEX-Con-101問題集デモを無料

にダウンロードして行動してみよう。我々提供するEX-Con-101試験資料はあなたの需要を満足できると知られています。我々にとって、Salesforce EX-Con-101試験に参加する圧力を減らして備考効率を高めるのは大変名誉のことです。

Salesforce Certified Experience Cloud Consultant 認定 EX-Con-101 試験問題 (Q172-Q177):

質問 # 172

Dreamscape Flowers (DF) is planning to use Salesforce Partner Relationship Management (PRM) to manage partner lifecycle. DF is aware that SalesforcePRM can help with channel sales, lead distribution, and co- marketing with partners.

Which other three features come standard with Salesforce PRM that DF can leverage without any code customization?

Choose 3 answers

- A. Chat
- B. Case Escalation
- C. Partner Incentivization Map
- D. Partner Value Score Matrix
- E. AI-Powered Knowledge Base

正解: A、B、E

解説:

Salesforce Partner Relationship Management (PRM) is a solution that helps you manage your partner lifecycle, from recruitment to enablement to co-selling. Salesforce PRM comes with some standard features that you can leverage without any code customization, such as:

* Case Escalation: You can enable your partners to escalate cases to you when they need your help or expertise.

* AI-Powered Knowledge Base: You can provide your partners with relevant and personalized knowledge articles powered by Einstein Article Recommendations.

* Chat: You can enable your partners to chat with you or other partners in real time using Embedded Service Chat or Salesforce Chat Snap-ins.

質問 # 173

What are two Salesforce recommendations for setting up partner roles in large orgs? Choose 2 answers

- A. Create partner roles in a separate branch in your Role Hierarchy.
- B. Create partner roles in the same branch in your Role Hierarchy.
- C. Grant partner users access to the partner account using a Sharing Rule.
- D. Reduce the number of roles to one to improve system performance.

正解: A、C

解説:

Two Salesforce recommendations for setting up partner roles in large orgs are B and C. Partner roles are roles that are assigned to partner users who access your Experience Cloud site through a partner account. A partner account is an account that has the Is Partner checkbox enabled. To set up partner roles, you should create them in a separate branch in your Role Hierarchy, which allows you to isolate partner data from internal data and control partner visibility and access. You should also grant partner users access to the partner account using a Sharing Rule, which allows you to share records owned by internal users with partner users based on criteria that you define.

質問 # 174

Northern Trail Outfitters (NTO) is evaluating Experience Cloud for creating an onboarding app for new hires.

Which two things should NTO consider when creating the onboarding app? Calculator Choose 2 answers

- A. Experience Cloud cannot be used for employee apps.
- B. Chatter posts related to a record will be available in the employee app as well as the main org.
- C. Employee apps are only available in Unlimited Edition.
- D. Not all Chatter posts inside Chatter groups within the employee app will be available in the main org.

正解: B、D

解説:

Experience Cloud can be used for employee apps, such as an onboarding app for new hires. However, there are some considerations when creating an employee app, such as:

* Not all Chatter posts inside Chatter groups within the employee app will be available in the main org.

Only posts in public groups or groups that are shared with the main org will be visible in both places.

* Chatter posts related to a record will be available in the employee app as well as the main org.

However, users need to have access to the record in both places to see the posts.

質問 # 175

Universal Containers (UC) has a customer portal so that customers can manage their shipping. UC has several sharing rules in place and leverages the External Account Hierarchy to assist with data access. One of UC's large customers, Cloud Kicks, has recently acquired Northern Trail Outfitters. Sales wants to merge these two accounts, but they are getting an error.

What could be the cause of the error?

- A. Accounts with active Experience Cloud users cannot be merged with another account.
- B. The user trying to merge the accounts does not have the System Administrator profile.
- C. The user trying to merge the accounts does not have the Merge Portal Roles permission.
- **D. Accounts used in an External Account Hierarchy cannot be merged with another account.**

正解: D

解説:

The cause of the error is that accounts used in an External Account Hierarchy cannot be merged with another account. An External Account Hierarchy is a feature that allows you to create a hierarchy of partner accounts and contacts that mirrors the structure of your partner's organization. This helps you manage data access and visibility for your partners. However, accounts that are part of an External Account Hierarchy cannot be merged with other accounts, because this would disrupt the hierarchy and the sharing settings.

質問 # 176

Ursa Major Solar (UMS) wants to give its partners the content, data, and tools they need to sell more solar panels.

Which three Partner Relationship Management features should the system administrator utilize on UMS's site?

Choose 3 answers

- **A. Lead Distribution**
- **B. Deal Registration**
- C. Service Console
- **D. Market Development Fund**
- E. Content Flagging

正解: A、B、D

解説:

Deal Registration allows UMS to enable its partners to register deals and work with UMS on sales opportunities. UMS can also set up approval processes and validation rules for deal registration and track the deal status and revenue. Lead Distribution allows UMS to assign leads to partners based on predefined criteria, such as location, product, or industry. UMS can also monitor the lead conversion rate and partner performance. Market Development Fund allows UMS to allocate funds to partners for marketing activities, such as events, campaigns, or webinars. UMS can also create budgets, approval workflows, and reports for market development fund.

質問 # 177

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弊社のEX-Con-101問題集は大勢の専門家たちの努力で開発される成果です。初心者といい、数年IT仕事を従事した人といい、我々CertShikenのSalesforce EX-Con-101問題集は最良の選択であると考えられます。なぜならば、弊社は高品質かつ改革によってすぐに更新できるEX-Con-101問題集を提供できるからです。

EX-Con-101試験情報: <https://www.certshiken.com/EX-Con-101-shiken.html>

