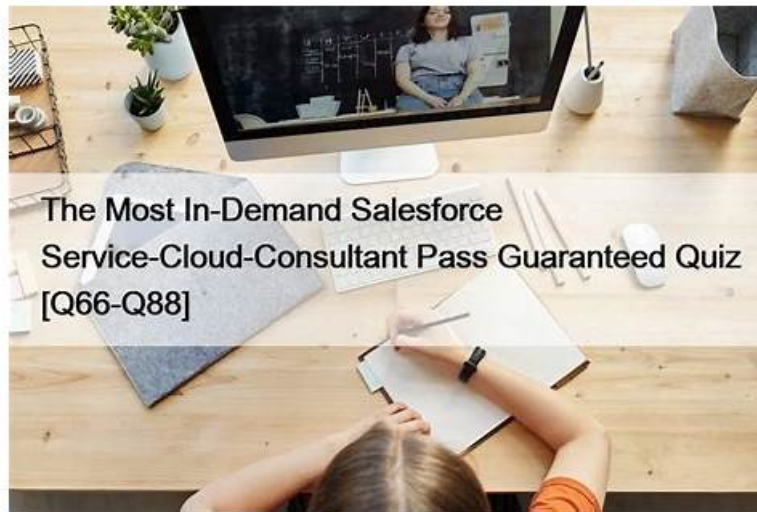


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q148-Q153):

NEW QUESTION # 148

Your commit summary says you can bring in \$1,000 this period but you've just gotten a verbal approval on a deal for \$500 from a CEO. What should you do?

- A. Nothing. It's ok if the forecast is inaccurate
- B. Override the opportunity and move the stage to commit, making the forecast more realistic
- C. Override the forecast summary for your commit

Answer: B

NEW QUESTION # 149

Cloud Kicks is undergoing a GDPR-focused implementation to ensure access to personal information data is limited to only users who need access to a company's account. Cloud Kicks has a private Account model.

How should the Consultant provide specific Account access to the Renewals and Sales Operation teams?

- A. Create a criteria-based sharing rule to share Accounts with the Sales Operations and Renewals public groups.
- B. Add Renewals and Sales Operations team members to a sales user's default Opportunity team.
- C. Create a role-based sharing rule to share all Account with the Sales Operations and Renewals roles.
- **D. Create Renewals and Sales Operation Account team member roles and have Sales allocate Account team members to the appropriate users.**

Answer: D

NEW QUESTION # 150

Are there limits on the number of Chatter groups you can join?

Answer:

Explanation:

Yes. You can join up to 100 groups.

NEW QUESTION # 151

Sales management at Universal Containers wants product managers to become more involved with sales deals that are being delayed in the negotiation stage of the sales process. Product managers need to understand the details of specific sales deals, and address product capability and roadmap questions with customers.

Which two solutions should a consultant recommend to help product managers engage in sales deals?

(Choose two.)

- A. Add the opportunity team, product managers, and customers to libraries containing files relevant to sales deals.
- B. Use an assignment rule to notify product managers when opportunities are updated.
- **C. Create a Chatter group to share product information with the sales team, product managers, and customers.**
- **D. Use Process Builder to create a chatter post.**

Answer: C,D

NEW QUESTION # 152

Up to this point, two sales reps have had separate Accounts and Opportunities. Sales rep A wants to Include sales rep B in a few Opportunities on one Account. Which two things will happen if Account Teams are enabled and used for this Account? Choose 2 answers

- **A. Rep A can let rep B edit all Opportunities on the Account**
- **B. Rep A can let rep B view the Account but keep private Contacts.**
- C. Rep A can let rep B view the Account but keep private Activities.
- D. Rep A can let rep B view one of the Opportunities on the Account.

Answer: A,B

NEW QUESTION # 153

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This kind of polished approach is beneficial for a commendable grade in the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) exam. While attempting the exam, take heed of the clock ticking, so that you manage the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) questions in a time-efficient way. Even if you are completely sure of the correct

answer to a question, first eliminate the incorrect ones, so that you may prevent blunders due to human error.

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