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Salesforce Certified Sales Cloud Consultant Sample Questions (Q22-Q27):

NEW QUESTION # 22

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

Answer: C

NEW QUESTION # 23

During a discovery session at Cloud Kicks, a major topic is highlighted that is outside the current statement of work (SOW). The addition to the project scope is necessary but will be difficult to implement. How should the consultant proceed?

- A. Revise the timeline to accommodate the new items.
- B. Create a change request for the new items.
- C. Conduct another discovery session to define the new items.

Answer: B

Explanation:

When a new requirement arises outside the original scope of the project, the best practice is to initiate a change request. This formal process evaluates the new requirement's impact on the project's scope, timeline, and budget. Creating a change request allows all stakeholders to review and agree on the scope expansion before implementation, ensuring transparency and proper resource allocation for the added items.

For guidance on managing project scope changes, refer to: Salesforce Change Management Best Practices.

NEW QUESTION # 24

For optimal usability and adoption, a solution must do what. (Select all that apply)

- A. Be easy to use so users can easily enter data and find information.
- B. Provide value so users perceive it as a valuable spending of their time.
- C. Be inexpensive so users don't worry about the bottom line when using the application.
- D. Have trusted data.
- E. Provide both online help and hard copy reference materials to assist users at all times.
- F. Be easy to change through a change management process.

Answer: A,B,D,F

NEW QUESTION # 25

Universal Containers sells products that require frequent collaboration with the same team of individuals who play a key role in closing deals. The lead sales representative determines the level of access for each of the collaborating team members on the opportunity. What solution should the consultant recommend to facilitate the collaboration of the lead sales representative and team members?

- A. Create a public groups for extended team members and allow the sales representative to assign manual sharing on their opportunities.
- B. Define a sharing rule for each lead sales representative to assign appropriate access for all extended team members
- C. Enable chatter to have the lead sales representative facilitate collaboration through sales team sharing
- **D. Configure default opportunity teams for all lead sales representatives with team selling enabled**

Answer: D

NEW QUESTION # 26

Which two capabilities of Lightning Knowledge ensure accurate content in Articles? Choose 2 answers

- **A. Approval Process that assigns an Article to a Reviewer Queue.**
- B. Knowledge Action to Publish an Article once the Article is approved.
- C. Data Category to assign an article record type to a Reviewer.
- **D. Validation Rules for article record types to verify all fields during creation.**

Answer: A,D

NEW QUESTION # 27

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