

Sales-Cloud-Consultant Exams Dumps & Sales-Cloud-Consultant Reliable Exam Prep



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Salesforce Sales-Cloud-Consultant Exam is intended for professionals who have experience working with Salesforce Sales Cloud and are interested in becoming certified. Salesforce Sales-Cloud-Consultant experts have a deep understanding of Sales Cloud requirements and solutions, which they leverage to create optimized sales processes for their clients. The experts use Salesforce's powerful CRM tools to implement sales performance improvement programs, streamline sales processes, and maximize the effectiveness of sales teams, and achieve a high degree of customer satisfaction.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q122-Q127):

NEW QUESTION # 122

Cloud Kicks has an integration between the data warehouse and Salesforce. The VP of operations wants to synchronize customer data between the systems.

What should the consultant recommend to ensure data integrity?

- A. Set up a Process Builder process on the Account object to check for unique values on a monthly basis.
- B. Set up an import of the data from the data warehouse on a monthly basis using Data Loader
- C. Set up an External ID field on the Account object with Read Only on the field security settings for all profiles except the admin profile.
- **D. Set up an encrypted field on the Account object with Read Only on the field security settings for all profiles except the admin profile.**

Answer: D

NEW QUESTION # 123

Cloud Kicks has been late for every deadline and has missed several meetings. What should the Consultant recommend to the Cloud Kicks project manager to get the project back on track?

- A. Ask what the customer would like the solution to be and demo it to them at the end of the build phase.
- **B. Revisit the communication plan and set up more frequent touch points with the customer.**
- C. Write a solution design and get sign-off so the build phase can start.
- D. Setup Requirements Workshop and get sign-off

Answer: B

NEW QUESTION # 124

Which of the following are the main challenges that affect Sales Rep productivity? (Select all that apply)

- **A. Difficulty in finding information**
- **B. Having to create reports manually**
- C. Not enough leads from marketing
- D. Lack of motivation
- **E. Tedious data entry process**
- **F. Difficulty in keeping client data current**

Answer: A,B,E,F

NEW QUESTION # 125

Standard fiscal years must start on January 1st.

- **A. False**
- B. True

Answer: A

NEW QUESTION # 126

Universal Containers is following a traditional waterfall project delivery methodology. The analysis phase is complete with the sign-off of the requirements. What action consultant a take to minimize changes in scope during the design and build phases? Choose 2 answers

- A. Map solution design documents to system test scripts.
- B. Update requirements based on feedback from key stakeholders.
- **C. Obtain customer sign-off on the solution design.**
- **D. Map business requirements to the solution design.**

Answer: C,D

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