

2026 Valid Salesforce Sales-Cloud-Consultant: Authorized Salesforce Certified Sales Cloud Consultant Exam Dumps



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q49-Q54):

NEW QUESTION # 49

Cloud Kicks has 300,000 account records and 16 million invoices In a custom object with a master-detail relationship to the Account. Each account record takes a long time to display due to the rendering time of the invoice related list.

What should the consultant do to solve this issue?

- A. Move the invoice related list to a separate tab on the Lightning page.
- B. Enable Collapsible Sections for the Invoice related list
- C. Convert the Invoice object into a lookup relationship.
- D. Enable indexing on all visible fields on the invoice related list.

Answer: A

Explanation:

Moving the invoice related list to a separate tab on the Lightning page can solve the issue of long rendering time, as it allows the account record to load faster without loading the invoice related list at the same time. The user can then click on the tab to view the invoice related list when needed. This also improves the user experience and the page layout by reducing clutter and scrolling.

NEW QUESTION # 50

A new support center has only one part-time Service Rep. Which step should a Consultant take to ensure that Case Aging is tracked accurately?

- A. User a time-dependent Workflow Rule to update Case Status
- B. Let the service Rep enter the appropriate Case age Value
- C. Use an Escalation Rule to assign open Cases to another user
- D. Let the Service Rep change the Business Hours on the Case

Answer: A

NEW QUESTION # 51

A Campaign Call-Down report justifies the spend on programs; helps to know who to target for future campaigns; shows the relations to sales data, lead data, and analysis of campaigns; and reflects how customer community interacts and how it affects sales. Who would benefit most from the idea that this report reflects how customer community interacts and how it affects sales?

- A. VP Marketing
- B. BI/Analytics
- C. Marketing Executive
- D. Campaign Manager

Answer: C

NEW QUESTION # 52

Northern Trail Outfitters (NTO) wants to boost the importance of its sales stages and their role in NTO's sales methodology; they also want to enhance the precision of their sales forecast.

How should the steps in the sales process be mapped so NTO's requirements are met?

- A. Map appropriate sales stage to opportunity stage; assign accurate forecast probability.
- B. Map opportunity stages to forecast categories; assign accurate probability to each stage.
- C. Map sales probability values to forecast categories; assign sales stages accurate percentages.
- D. Map forecast probability to opportunity probability; assign appropriate sales stage.

Answer: B

NEW QUESTION # 53

The consultant at Universal Containers recently enabled forecasts. A sales manager is concerned that all open opportunities appear in the Pipeline forecast category. Opportunities in Perception Analysis and Proposal/Price Quote stages should appear in the Best-Case category. Opportunities in the Negotiation/Review stage should appear in the Commit category.

How should the consultant ensure opportunities appear in the correct forecast categories?

- A. Update the opportunity stage picklist value labels to match the category to which they should be assigned

- B. Map opportunity stages to the appropriate forecast categories.
- C. Edit the probability percentage on opportunity stage picklist values.
- D. Create a field update with Flow to update the forecast category based on the opportunity stage

Answer: B

NEW QUESTION # 54

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