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在21世紀這個IT行業如此輝煌的時代，競爭是很激烈的。理所當然的，在IT行業中Salesforce Sales-Con-201認證考試成為了一個很熱門的考試。報名參加考試的人越來越多，並且能通過這個認證考試也是那些雄心勃勃的IT專業人士的夢想。

最新的 Salesforce Cloud Consultant Sales-Con-201 免費考試真題 (Q167-Q172):

問題 #167

Cloud Kicks has 300,000 account records and 16 million invoices in a custom object with a master-detail relationship to the Account. End users have stated that each account record takes a long time to display.

What should the consultant do to reduce the amount of time it takes to load pages and increase adoption?

- A. Convert the Invoice master-detail into a lookup relationship and tell the users it is a required field.

- B. Enable indexing on all visible fields on the Invoice related list and create a training plan for the users.
- C. Move the invoice related list to a separate tab on the record page and communicate the change to users.

答案： C

解題說明：

With Cloud Kicks having a large number of Account records and a substantial volume of Invoice records linked via a master-detail relationship, page load performance can be affected when a large related list is displayed. Moving the Invoice related list to a separate tab on the Account record page can help alleviate this issue by reducing the initial data load required when viewing the Account record.

* Optimizing Page Layouts for Performance: By placing the related list on a separate tab, Salesforce loads the tab's contents only when accessed, rather than at the initial page load. This can significantly improve page performance, especially with large data volumes.

* User Experience and Adoption: Communicating this change ensures that users understand where to find the Invoice information while benefiting from faster page load times.

Option A (converting to a lookup relationship) could alter the data model and existing functionality, and Option C (indexing) may not address initial page load performance directly. Salesforce recommends using custom page layouts and tabs to manage large related lists as part of performance optimization best practices, detailed in Salesforce Large Data Volume Considerations.

問題 #168

Northern Trail Outfitters wants to migrate its Sales Territories to a new structure for the upcoming fiscal year. Which aspect should a consultant consider for this migration?

- A. Only one territory model can be active at any given time.
- B. Territory user assignments are migrated to the new model.
- C. Access to a territory model is controlled through profiles or permission sets.

答案： C

解題說明：

When migrating to a new territory structure, it is important to consider that only one territory model can be active at any given time. Here's why:

* Territory Model Activation: In Salesforce, only one territory model can be active simultaneously.

This means that when transitioning to a new structure, the existing active model must be deactivated, and the new model activated in its place.

* Planning and Transition: Knowing that only one model can be active at a time is crucial for planning the transition. This ensures that Northern Trail Outfitters can prepare and test the new model without disrupting the current active territories until the migration is complete.

* Salesforce Best Practices: Salesforce recommends testing territory models before activation and planning activations carefully, particularly in a fiscal transition to avoid access issues and ensure a smooth switch.

* References: More information on Territory Management can be found in Salesforce documentation, which outlines guidelines for activating and managing territory models.

In summary, the consultant should consider that only one territory model can be active at any given time (Option A) to ensure a smooth migration to the new structure.

問題 #169

Universal Containers is using Collaborative Forecasts and wants to show sales reps their individual numbers for opportunities they are predicted to win based on amounts for all forecast categories over the next quarter. What should a consultant recommend to meet this requirement?

- A. Use a formula field based on the forecast category.
- B. Enable Cumulative Forecast Rollups.
- C. Add the Forecast Summary component to the page.

答案： A

解題說明：

Universal Containers uses Collaborative Forecasts and wants sales reps to see their individual numbers for opportunities they are predicted to win based on amounts for all forecast categories over the next quarter.

* Cumulative Forecast Rollups:

* Definition: This feature allows the forecast amounts to include values from multiple forecast categories, providing a comprehensive view.

* Configuration: When enabled, it sums up amounts from selected forecast categories such as Pipeline, Best Case, Commit, and Closed.

* Benefits for Sales Reps:

* Comprehensive View: Reps can see total potential sales, helping them understand their expected performance.

* Predictive Insights: Provides a better estimation of what they are predicted to win.

* Implementation Steps:

* Navigate to Setup > Forecasts Settings.

* Enable Cumulative Forecast Rollups and select the appropriate forecast categories to include.

Why Other Options Are Less Effective:

* Option A: Using a formula field may not capture dynamic forecast data across categories and time frames effectively.

* Option B: Adding the Forecast Summary component provides a snapshot but may not offer the cumulative view desired.

Salesforce Sales Cloud References:

* Collaborative Forecasts Overview: Salesforce Help - Collaborative Forecasts

* Enable Cumulative Forecast Rollups: Salesforce Help - Set Up Forecast Rollups

* Forecast Categories Explained: Understanding forecast categories is essential for accurate forecasting.

By enabling Cumulative Forecast Rollups, Universal Containers can provide its sales reps with a complete picture of their predicted wins over the next quarter, based on all relevant forecast categories.

問題 #170

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console.

What should a consultant recommend to analyze adoption?

- A. Run the Salesforce Optimizer.
- B. Create a custom report.
- C. Open the Lightning Usage App.

答案: C

解題說明:

The Lightning Usage App in Salesforce provides detailed insights into how users are engaging with the Lightning Experience, including specific apps like the Lightning Sales Console. It includes metrics on login frequency, page views, and device usage, which can help admins and consultants analyze user adoption and engagement effectively.

According to Salesforce documentation, the Lightning Usage App is the recommended tool for understanding how end users are interacting with Lightning Experience and other Salesforce apps. This app presents adoption data in a user-friendly interface, helping to identify trends, such as which users are frequently logging in, and which users may need additional support or training.

While tools like Salesforce Optimizer can provide insights into overall system health and recommendations for improvements, it is not specifically tailored for tracking usage metrics. Similarly, a custom report could be created, but it would require more effort and customization to replicate the comprehensive adoption data that the Lightning Usage App provides out of the box.

Salesforce Documentation References:

* Lightning Usage App Overview

* Salesforce Optimizer

問題 #171

What is a consideration when enabling Multiple Currencies?

- A. If any issues arise during implementation, Multiple Currencies can be disabled.
- B. When Multiple Currencies Is enabled, changes to exchange rates update the converted amount on all records except closed opportunities.
- C. Accounts, Opportunities, Leads, Cases, and Opportunity Product Schedules support multiple currencies reporting.

答案: B

解題說明:

When Multiple Currencies is enabled, Salesforce updates exchange rates across records to reflect current values, but closed opportunities remain unaffected. This behavior preserves the historical accuracy of closed deals, ensuring that revenue reports are based on the exchange rate at the time the opportunity was closed.

* Exchange Rate Management: By not retroactively updating closed opportunities, Salesforce maintains the integrity of historical financial data, which is essential for accurate reporting.

* Consistency in Financial Reporting: Current exchange rates apply to open records, while closed records retain their original converted amounts, balancing accuracy with historical consistency.

Option A (all objects supporting reporting) is inaccurate, and Option C (ability to disable) is incorrect as Multiple Currencies cannot be disabled once enabled. See Salesforce Currency Management documentation for more details.

問題 #172

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