

Latest Salesforce Sales-Cloud-Consultant Exam Bootcamp, Sales-Cloud-Consultant Valid Dumps Sheet



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Enhance Your Exam Performance With Salesforce Sales-Cloud-Consultant Web-Based Practice Test

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q81-Q86):

NEW QUESTION # 81

Access to opportunities at Cloud Kicks should be restricted. Sales users should only have access to two categories of opportunities: opportunities they own, and opportunities that are tied to accounts they own.

What are two actions a consultant can take to meet the requirement?
Choose 2 answers

- A. Set opportunity access on the role to view all opportunities associated with their accounts.
- B. Set Territory Management to grant Read access to opportunities owned by others.
- C. Set organization-wide defaults for opportunities to Public Read-Only.
- D. Set organization-wide defaults for opportunities to Private.

Answer: A,D

Explanation:

These are the actions that can meet the requirement of restricting access to opportunities based on ownership and account association. Setting opportunity access on the role allows users to see opportunities owned by users below them in the role hierarchy, as well as opportunities associated with accounts they can access. Setting organization-wide defaults for opportunities to Private means that users can only access opportunities they own, unless they are granted access by other means, such as sharing rules or manual sharing.

NEW QUESTION # 82

Cloud Kicks has configured Account Teams and is ready to go live in Production.
How should the consultant migrate Account Team configuration to Production?

- A. Push with Workbench.
- B. import with Data Loader.
- C. Create manually.
- D. Deploy with Change Sets.

Answer: B

NEW QUESTION # 83

Sales director at Northern Trail Outfitters (NTO) cannot see or update their teams forecasts. Sales representatives are constant asked to provide the directors with their updated forecast information. Which two methods should NTO use to correct how forecasts are managed? Choose 2 answers

- A. Configure weekly customized forecast reports and dashboards to be emailed to sales management.
- B. Create a forecast Chatter groups where sales representatives can post and share their forecasts.
- C. Enable override forecast permissions in the Manager's profile.
- D. Create a forecast hierarchy and assign managers to the forecast manager role.

Answer: D

NEW QUESTION # 84

CORRECT TEXT

What are key ways to increase user productivity?

Answer:

Explanation:

1. Reduce clicks through implementation of inline editing, tagging,multiple page layouts and use of links + buttons
2. Display data from multiple objects - hovers, custom pages, cross object formulas and console.

NEW QUESTION # 85

Cloud Kicks uses a custom object named GumShoe. GumShoe is the child in a master-detail relationship with the Opportunity object. Staff members use this object to create requests for supporting research. They want to easily generate new GumShoe records from their phones by using the Salesforce Mobile App. What should a Consultant recommended to meet the requirements?

- A. Create a custom Process Builder process.

- B. Create a Lightning Component for mobile.
- C. Create a Quick Action.
- D. Create a custom hyperlink to a related list.

Answer: B

NEW QUESTION # 86

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