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Salesforce Certified Sales Cloud Consultant Sample Questions (Q119-Q124):

NEW QUESTION # 119

Which prerequisite should the consultant consider before enabling Opportunity Splits?

- A. Add customized split types to opportunities.
- **B. Enable Opportunity Teams and confirm the owner is a team member.**
- C. Ensure open opportunities are owned by active users,

Answer: B

Explanation:

Before enabling Opportunity Splits, it is necessary to enable Opportunity Teams and confirm that the opportunity owner is a team member. Here's why:

* Requirement for Opportunity Splits: Opportunity Splits rely on Opportunity Teams to allocate credit across team members.

Therefore, enabling Opportunity Teams is a prerequisite, ensuring that splits can be assigned to team members who contribute to the opportunity.

* Ownership and Team Membership: The opportunity owner must be part of the Opportunity Team to ensure that they can be assigned a split and manage team member contributions accurately.

* Salesforce Best Practices: Salesforce documentation on Opportunity Splits specifies that Opportunity Teams must be set up and members confirmed for split management to be operational.

In summary, the consultant should enable Opportunity Teams and confirm the owner is a team member (Option B) before enabling Opportunity Splits.

NEW QUESTION # 120

The executive sponsor at Northern Trail Outfitters wants Salesforce users to know when other users are out of office leveraging Chatter functionality.

What should the consultant recommend?

- A. Implement an email integration to post automatic Chatter notifications.
- **B. Enable Set Out of Office Messages on the user profile.**
- C. Create an Out of Office group and add users to it.
- D. Create a form in Flow Builder to post Chatter notifications on records.

Answer: B

NEW QUESTION # 121

A Cloud Kicks sales team based in the U.S. is working on business development to grow market share in Australia. The organization has multicurrency enabled and has added the Australian Dollar as an available currency. How can the Consultant allow the sales team to report on Australian deal values in USD?

- A. Set each sales user's default currency to the Australian Dollar.
- **B. Enable parenthetical currency conversation.**
- C. Create a formula field to perform a currency calculation on the Opportunity amount.
- D. Use USD for Australia Opportunity currencies

Answer: B

NEW QUESTION # 122

The shipping department at Universal Containers is responsible for sending product samples as part of the sales process. When an opportunity moves to the "sampling" stage, Universal Containers wants an automatic email sent to the shipping department listing the products on the opportunity.

How can this requirement be met using a workflow email?

- A. Create it on the opportunity product using an HTML email template.
- B. Create it on the opportunity using an HTML email template.
- **C. Create it on the opportunity using a Visualforce email template.**
- D. Create it on the opportunity product using a Visualforce email template.

Answer: C

NEW QUESTION # 123

The Discovery phase with Cloud Kicks (CK) has just ended. CK wants a visual way to see how the new processes will work. CK's process is complex and requires multiple slides.

What should the consultant design to give CK this high-level view?

- A. SIPOC Map
- B. Value Stream Map
- C. Universal Process Notation
- **D. Capability Model**

Answer: D

NEW QUESTION # 124

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