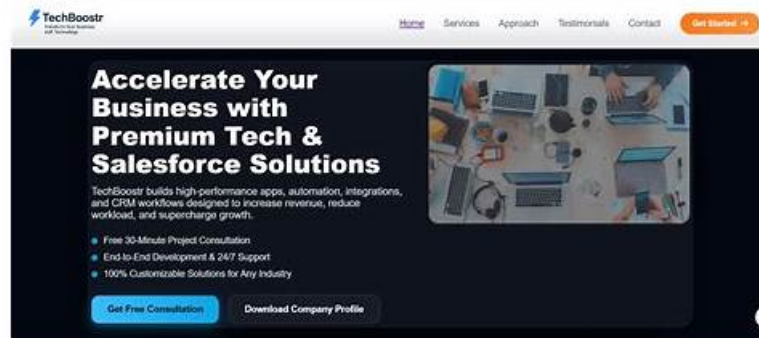


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q25-Q30):

NEW QUESTION # 25

Once you save a PDF quote, the file is automatically emailed to thecustomer.

- A. True
- B. False

Answer: B

NEW QUESTION # 26

Universal Containers requires its sales representatives to go through an internal certification process to sell certain groups of products. What could be done to prevent a sales representative from adding these products to opportunities if they are not certified to sell them? Choose 2 answers

- A. Use a validation rule on products marked as requiring certification to prevent them from being added to an opportunity.
- **B. Use a validation rule on opportunity products to prevent them from adding products marked as requiring certification if they are not certified.**
- **C. Use a criteria-based sharing rule on products marked as requiring certification to only share the products to users who are certified.**
- D. Use a separate price book for the products requiring certification and only share the price book to users who are I-I certified.

Answer: B,C

NEW QUESTION # 27

Why would you use a Funnel chart?

Answer:

Explanation:

To show multiple groupings in an ordered set and to help identify bottlenecks.

NEW QUESTION # 28

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.

What should a consultant recommend to yield better search results?

- A. Add company name next to contacts full name in the search window.
- B. Add LIKE keyword next to contact's full name in the search window.
- **C. Use quotation marks operator around contact's first and last name.**
- D. Use parentheses operator to limit search to the Contacts object.

Answer: C

Explanation:

Using quotation marks operator around contact's first and last name is a recommendation that can yield better search results when searching for contacts in global search. Global search is a feature that allows users to search for records or information across multiple objects and fields in Salesforce. Quotation marks operator is an operator that can be used in global search to find an exact phrase or match in a record or field. For example, searching for "John Smith" will return only records or fields that contain John Smith as an exact phrase or match, not John Doe or Adam Smith or John Smithson. By using quotation marks operator around contact's first and last name, Cloud Kicks users can narrow down their search results and find the contacts they are looking for more easily and quickly.

NEW QUESTION # 29

Cloud Kicks (CK) is planning to use Person Accounts to maintain information on its retail customers. CK likes to track connections among customers to capture household relationships, referrals, and so on. One customer can have many relationships.

What should a consultant consider when implementing Person Accounts and supporting many relationships between customers in Salesforce?

- **A. Enable Contacts to Multiple Accounts to create indirect relationship between two or more Person Accounts.**
- B. Use Contact for retail customers and use Accounts to maintain relationships.
- C. Create a custom field to establish relationships and create hierarchies among Person Accounts.

Answer: A

Explanation:

When using Person Accounts in Salesforce, the "Contacts to Multiple Accounts" feature allows for creating connections between Person Accounts, effectively enabling the tracking of indirect relationships such as household relationships and referrals. This feature

facilitates linking a single contact (or Person Account) to multiple accounts, which can represent different relationship types. It is particularly suited for Cloud Kicks' need to capture various types of customer relationships, making it more flexible and scalable for relationship tracking among retail customers.

Refer to the Salesforce documentation on Contacts to Multiple Accounts for more information on using this feature with Person Accounts.

NEW QUESTION # 30

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