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## **Salesforce Certified Sales Cloud Consultant Sample Questions (Q15-Q20):**

### **NEW QUESTION # 15**

Cloud Kicks has a large remote sales department working in many different locations. Management wants greater visibility into the opportunities in progress with their respective teams. They also want to receive emails when opportunities reach key metrics (for

example, stage progression) or a high probability. However, they want to control the frequency of their emails. Which solution should a consultant recommend?

- A. Create a report filtering for the criteria and allow managers to subscribe to the report.
- **B. Define a record-triggered flow when the stage is updated to new values.**
- C. Subscribe to Chatter Feed Tracking to receive updates.

**Answer: B**

Explanation:

Subscribing to a report allows managers to receive scheduled emails that summarize key metrics and track changes on opportunities. In this scenario, managers can configure report subscriptions to include criteria such as stage progression or probability thresholds. Additionally, they can control the frequency of these email notifications to suit their needs. This provides a practical solution for Cloud Kicks' management to monitor opportunity progress without requiring constant, real-time alerts. For more information on report subscriptions, see: Salesforce Report Subscriptions.

#### NEW QUESTION # 16

The leadership team at Cloud Kicks wants to improve the rate of user adoption of Sales Cloud. Which option should the consultant recommend?

- A. Add Approval processes to enforce data standards.
- **B. Use a collaboration tool to gather feedback from users.**
- C. Conduct a requirements workshop to gather user stories.

**Answer: B**

Explanation:

Using a collaboration tool to gather feedback is an effective way to improve user adoption of Sales Cloud. Such tools allow users to share their experiences, voice concerns, and suggest improvements in real time. By actively involving users in the process and addressing their feedback, Cloud Kicks can enhance user engagement, identify and resolve adoption barriers, and ultimately increase satisfaction with Sales Cloud. Salesforce suggests utilizing collaboration tools like Chatter or third-party tools for ongoing feedback and communication, which supports continuous improvement and user-centric development practices.

#### NEW QUESTION # 17

A consultant is addressing Cloud Kicks' performance measurement needs and overcoming challenges within Sales Cloud. Which approach should a consultant adopt?

- A. Rely on general industry standards to determine performance measurement criteria and system architecture.
- B. Implement standardized performance measurement practices to ensure consistency across Sales Cloud.
- **C. Collaborate closely with the customer to discern their specific performance measurement requirements.**

**Answer: C**

Explanation:

When determining performance metrics for Sales Cloud, it is essential to collaborate with the customer to understand their specific requirements. This approach ensures that the performance metrics and reporting solutions are tailored to the customer's business goals, providing more relevant and actionable insights. By engaging directly with Cloud Kicks, the consultant can develop a customized framework that addresses their unique challenges and objectives, rather than relying on generic industry standards, which may not fully capture the nuances of their business.

#### NEW QUESTION # 18

Cloud Kicks needs to associate some contacts with many accounts. Which solution should a consultant recommend to meet this requirement?

- A. Use the Contact Roles related list on Accounts.
- **B. Use the Contact to Multiple Accounts feature.**
- C. Add multiple custom Account lookup fields on the Contact.

**Answer: B**

**Explanation:**

To associate contacts with multiple accounts, using the Contact to Multiple Accounts feature is the ideal solution. Here's why:

\* **Built-In Feature:** Salesforce provides the Contact to Multiple Accounts feature as a standard capability, allowing a single contact to be associated with multiple accounts without needing custom fields or objects.

\* **Relationship Management:** This feature allows users to specify the role of the contact in relation to each account, which helps Cloud Kicks manage complex relationships across various accounts.

\* **Salesforce Best Practices:** Salesforce recommends utilizing standard features like Contact to Multiple Accounts to avoid unnecessary customization and ensure compatibility with Salesforce updates.

\* **References:** Salesforce documentation on Contact to Multiple Accounts details the setup and use of this feature to support relationship management.

In summary, using the Contact to Multiple Accounts feature (Option A) is the recommended approach for associating contacts with multiple accounts.

**NEW QUESTION # 19**

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

**Answer: A**

**Explanation:**

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.

**NEW QUESTION # 20**

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