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Salesforce Certified Sales Cloud Consultant Sample Questions (Q91-Q96):

NEW QUESTION # 91

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to Sales Cloud.

Which solution should the consultant recommend?

- A. Data Import Wizard
- B. Data Loader
- **C. Third-party tool**

Answer: C

Explanation:

For migrating large volumes of data, such as two million accounts and ten million contacts, a third-party tool is recommended. Here's why:

* Scalability and Performance: Third-party ETL (Extract, Transform, Load) tools are optimized for handling large data migrations and can better manage the complexities and scale of Cloud Kicks' data migration requirements than standard Salesforce tools.

* Data Quality and Transformation: These tools provide advanced capabilities for data cleansing, deduplication, and transformation, ensuring high data quality during migration.

* Salesforce Best Practices: For large data sets, Salesforce advises using ETL tools that are specifically built to handle bulk data operations, as they offer better error handling, logging, and performance for large-scale migrations.

* References: Salesforce documentation on Data Migration Best Practices outlines the benefits of using ETL tools for significant data migrations and recommends exploring AppExchange for compatible solutions.

In summary, a third-party tool (Option A) is the best solution for migrating extensive data volumes efficiently and reliably.

NEW QUESTION # 92

Sales reps at Cloud Kicks (CK) often receive important customer emails they want to log as records related to Contacts in Salesforce. CK has Office 365, as well as a policy that prevents users from installing anything directly on their computers.

Which solution should a consultant recommend to meet this requirement?

- **A. Einstein Activity Capture**
- B. Lightning Console for Sales
- C. Salesforce Inbox

Answer: A

Explanation:

Einstein Activity Capture automatically syncs emails and events between Salesforce and Office 365 without requiring any installation on users' devices, making it an ideal solution for Cloud Kicks, given their policy restrictions. By using Einstein Activity Capture, sales reps can have customer emails logged as records related to Contacts in Salesforce seamlessly. This tool works with cloud-based services like Office 365, syncing activities in real-time and storing them within Salesforce, thus keeping records updated without manual intervention.

Salesforce Inbox, while offering similar capabilities, requires an add-in installation that might not align with CK's IT policy. Therefore, Einstein Activity Capture is the recommended solution for this scenario as it meets CK's requirements for automatic logging without violating any software installation policies.

For more information on Einstein Activity Capture, you can refer to the Salesforce documentation: Einstein Activity Capture Overview.

NEW QUESTION # 93

Cloud Kicks rolled out Sales Cloud recently. The VP of sales wants to display a view of internal and external data on the lifetime spend for each account on the Salesforce account detail page.

Which option should a consultant recommend to meet this requirement?

- A. Sales Engagement
- **B. Einstein Discovery**
- C. Salesforce Data Pipelines

Answer: B

Explanation:

Salesforce Data Pipelines can aggregate, transform, and load data from various internal and external sources into Salesforce. To

display lifetime spend data on the Account detail page, Data Pipelines can be used to gather and visualize this data directly within the Salesforce interface. This option is particularly effective for integrating diverse data sources and presenting comprehensive insights on each Account.

NEW QUESTION # 94

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

Answer: C

Explanation:

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

NEW QUESTION # 95

Universal Containers has a large amount of data that currently lives in a system outside of Sales Cloud. Users need to see a subset of this data.

Which consideration should the consultant take into account?

- A. Salesforce Connect allows real-time access to current data.
- B. Salesforce Connect External Objects count against the limit of custom objects.
- C. Salesforce Connect should be used with on-premises data systems.

Answer: A

Explanation:

Salesforce Connect is designed to provide real-time access to data stored outside of Salesforce, allowing users to view and interact with external data as if it were native within Salesforce. This is ideal for Universal Containers since they only need access to a subset of the external data rather than migrating it entirely into Sales Cloud.

* Real-Time Data Access: Salesforce Connect provides users with access to up-to-date information from external systems, which is especially useful for large datasets that don't need full integration.

* Efficiency in Data Management: This approach avoids data duplication and maintains external system performance by only referencing the necessary records.

Option A (external objects counting against custom object limits) is incorrect, as external objects have their own limits separate from custom objects. Option B (using with on-premises systems) is incorrect, as Salesforce Connect can work with both cloud and on-premises data sources. For more, see the Salesforce Connect Overview.

NEW QUESTION # 96

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