

# Salesforce Sales-Cloud-Consultant Study Reference & Testking Sales-Cloud-Consultant Learning Materials



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Salesforce Sales-Cloud-Consultant certification exam is designed to test an individual's knowledge and expertise in the area of sales cloud implementation. Sales-Cloud-Consultant exam is specifically targeted towards individuals who work with Salesforce on a daily basis and have an in-depth understanding of the Sales Cloud platform. Salesforce Certified Sales Cloud Consultant certification exam is rigorous and requires a deep understanding of the Sales Cloud platform and its various features and functionalities.

Salesforce Sales-Cloud-Consultant Exam is a certification exam designed for professionals seeking to demonstrate their expertise in Salesforce Sales Cloud. Sales-Cloud-Consultant exam is intended to test the candidate's knowledge and skills in various areas such as salesforce automation, sales and marketing analytics, sales process management, and customer management.

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## Testking Sales-Cloud-Consultant Learning Materials, Exam Sales-Cloud-Consultant Learning

As the development of the science and technologies, there are a lot of changes coming up with the design of our Sales-Cloud-Consultant exam questions. We are applying new technology to perfect the Sales-Cloud-Consultant study materials. Through our test, the performance of our Sales-Cloud-Consultant learning guide becomes better than before. In a word, our Sales-Cloud-Consultant training braindumps will move with the times. Please pay great attention to our Sales-Cloud-Consultant actual exam.

Salesforce Sales-Cloud-Consultant Exam is intended for professionals who have experience working with Salesforce Sales Cloud

and are interested in becoming certified. Salesforce Sales-Cloud-Consultant experts have a deep understanding of Sales Cloud requirements and solutions, which they leverage to create optimized sales processes for their clients. The experts use Salesforce's powerful CRM tools to implement sales performance improvement programs, streamline sales processes, and maximize the effectiveness of sales teams, and achieve a high degree of customer satisfaction.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q93-Q98):

### NEW QUESTION # 93

A company has these requirements for dealing with Cases:

- Handled efficiently and by the right agents
- Distributing the load so that agents do NOT have to manually select the next Case to work

Which two Omni-Channel features will assist in this routing and distribution? Choose 2 answers

- A. Route to agents with the least amount of active assigned work.
- B. Route to agents with the most capacity to take on new work.
- C. Route to agents staffing the assigned overflow queues.
- D. Route to agents with the most cases closed for that topic.

**Answer: A,B**

### NEW QUESTION # 94

Cloud Kicks wants to release product enhancements effectively to drive user adoption and have the greatest impact on the organization and users' day-to-day functions.

Which step should the consultant recommend to successfully manage changes and releases initiated by Salesforce?

- A. Train end users after deployment.
- B. Collect input from stakeholders.
- C. Prioritize executive requests.

**Answer: A**

Explanation:

To effectively manage changes and releases in Salesforce, particularly when focusing on user adoption and maximizing impact, it is critical to involve stakeholders from the start. Collecting input from stakeholders ensures that the enhancements align with the actual needs and workflows of those who will be using the system daily. Here's why this approach is recommended:

\* Stakeholder Engagement: Engaging stakeholders early in the process helps to gather a comprehensive understanding of the business requirements and pain points. This collaboration ensures that the enhancements are relevant and beneficial, which increases the likelihood of user adoption.

\* User-Centric Development: Salesforce emphasizes a user-centric approach in its change management practices. By collecting input from stakeholders, Cloud Kicks can tailor the enhancements to be more impactful for end users, which is essential for driving adoption and improving overall user experience.

\* Change Management Best Practices: According to Salesforce best practices, successful change management includes planning for change with stakeholder input, addressing user concerns, and creating a roadmap that reflects the priorities of both end-users and executives. This step lays the groundwork for smooth deployment and effective training.

\* References: Salesforce's documentation on Change and Release Management in Sales Cloud provides guidance on involving stakeholders to better understand how changes will impact various user roles. You can find additional guidance in the Salesforce Success Community and the Salesforce Trailhead module on Change Management.

In summary, collecting input from stakeholders (Option A) is the initial and essential step in Salesforce's recommended change management process, ensuring that product enhancements are aligned with user needs and drive effective adoption.

### NEW QUESTION # 95

Which option best identifies with the Chatter Home Page?

- A. Everyone can see what you post here. Only displays posts directed to you.
- B. Everyone can see what you post here. Displays posts from everyone you're following.
- C. Only users with access rights can view or post here.

**Answer: B**

### NEW QUESTION # 96

What is to be considered when implementing Currency Advanced Management? Choose 3 answers

- A. Currency roll-up summary fields from opportunities to an account use the static conversion rate.
- B. The converted amount of an opportunity uses dated exchange rates based on the close date of the opportunity.
- C. Currency roll-up summary fields from opportunities products to an opportunity use the dated exchange rate.
- D. Advanced Currency Management dated exchange rates are automatically update on a monthly basis.
- E. Advanced Currency Management can be enabled or disabled in the organization under the company profile, if needed.

Answer: A,B,C

### NEW QUESTION # 97

Sales representatives at Universal Containers log activates on accounts, contacts, and opportunities. The sales manager wants to create a report to see all activities on all of the accounts that the manager owns, including activities on contacts and opportunities. Which report should be recommended to the sales manager?

- A. Activities report on accounts, contacts, and opportunities the manager owns
- B. Activities report on accounts and opportunities the manager owns
- C. Activities report on accounts the manager owns
- D. Activities report on accounts and contacts the manager owns

Answer: B

### NEW QUESTION # 98

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