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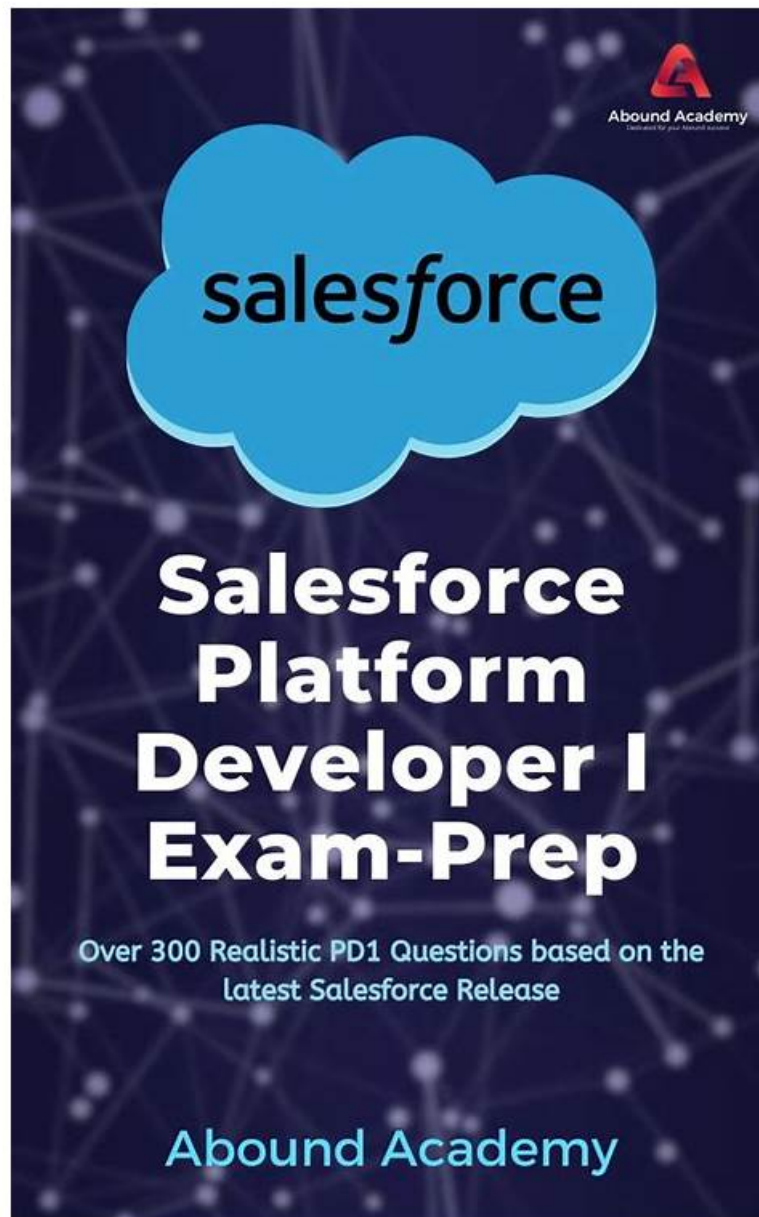
This updated Sales-Cloud-Consultant exam study material consists of Sales-Cloud-Consultant PDF dumps, desktop practice exam software, and a web-based practice test. Experts have prepared the Sales-Cloud-Consultant desktop-based exam simulation software. There are Sales-Cloud-Consultant Actual Questions in the practice test to give you an exact impression of the Salesforce Sales-Cloud-Consultant original test.

Salesforce Sales-Cloud-Consultant certification is designed for professionals who specialize in sales cloud consulting. Salesforce Certified Sales Cloud Consultant certification is for individuals who have expertise in implementing Salesforce Sales Cloud solutions in a customer-facing role. It is an important certification for those who want to showcase their expertise in the field of sales cloud consulting.

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.

Salesforce Sales-Cloud-Consultant Certification Exam is divided into several sections, each of which focuses on a specific area of Sales Cloud implementation. These sections include Sales Cloud Solution Design, Implementation Strategies, Sales Cloud Configuration, and Sales Cloud Analytics. Each section is designed to test the candidate's knowledge and understanding of the Sales Cloud platform, as well as their ability to implement Sales Cloud solutions in real-world scenarios.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q89-Q94):

NEW QUESTION # 89
Cloud Kicks has two sales divisions: a franchise sale division and a public sales division. The sales representatives for each division have their own user profiles and person Accounts. The franchise sales division sales representatives cannot create person Accounts, and they should only be able to set up franchise Accounts. What should the Consultant recommended to meet this requirement?

- A. Ensure that the "Disable Person Accounts" permission on the franchise sales division's sales representative user profile is checked
- B. Utilize Divisions to hide person Account from the franchise sales division's sales representative user profile
- C. Remove person Account record types from the franchise sales division's sales representative user profile
- D. Hide the Person Account checkbox from the franchise sales division's sales representative user profile through Field-level Security.

Answer: C

NEW QUESTION # 90
Northern Trail Outfitter has created a Complaints custom object related to Accounts. Due to the sensitive nature of these records, the object's visibility has been set to Private. A dedicated subnet of support users who will work on these items has been added to a Complaints Specialist public group. Only users within the Complaints Specialist public group should be able to view and edit any Compliant record.
Which two options should a consultant recommend to meet the requirements? Choose 2 answers

- A. Set the Complaint object's default visibility to allow only the users in the Complaints Specialist group to access the records.
- B. Create a catena-based sharing rule that grants Read/Write access to the Complaints Specialist public group.
- C. Use Apex managed sharing to grant record access to users In the Complaints Specialist public group and restrict manager visibility.
- D. Uncheck the Grant Access Using Hierarchies checkbox in Sharing Settings for the Complaints object.

Answer: B,D

Explanation:
* Unchecking the Grant Access Using Hierarchies checkbox in Sharing Settings for the Complaints object
* and creating a criteria-based sharing rule that grants Read/Write access to the Complaints Specialist public group are two options that can meet the requirements of restricting access to Complaint records to only users within the Complaints Specialist public group. Grant Access Using Hierarchies is a setting that determines whether users above a record owner in the role hierarchy can access that record. By unchecking this setting for the Complaints object, the consultant can prevent managers or other users higher in the role hierarchy from viewing or editing Complaint records that they do not own. A criteria-based sharing rule is a rule that grants access to records that meet certain criteria, such as field values, record types, etc. By creating a criteria-based sharing rule that grants Read/Write access to the Complaints Specialist public group, the consultant can ensure that only users in this group can view and edit any Complaint record, regardless of who owns it.

NEW QUESTION # 91
Northern Trail Outfitters plans to integrate with Salesforce and track product shipments from each customers. The tracking information is currently available in a back-end system. Which set of objects are important for this integration?

- A. Lead, opportunity, product, custom object -shipment status.
- B. Opportunity, opportunity product, campaign, custom object -shipment status.
- C. Opportunity, opportunity product, custom object shipment status.
- D. Lead, account, opportunity product, custom object -shipment status.

Answer: C

NEW QUESTION # 92
A sales rep at Cloud Kicks must have access to all child accounts of the accounts they own. The organization- wide default setting for Account is Private.
What happens if a sales rep has access to a parent account?

- A. Access to child account records is controlled by default Account Teams.
- B. Access to child account records needs to be shared manually,
- C. Access to child account records is granted via the Account Hierarchy.

Answer: B

Explanation:
In Salesforce, if the organization-wide default for Accounts is set to Private, access to child accounts is not automatically granted based on parent account ownership. As a result, manual sharing rules or sharing through Account Teams or role hierarchies must be used to extend access to child accounts. The Account Hierarchy itself does not provide automatic access to child records.
Account Teams can provide access but only if configured to include child accounts. Since the OWD is Private, manual sharing is the primary method to ensure appropriate access.
Salesforce Documentation References:
* Account Hierarchy and Sharing
* Manual Account Sharing

NEW QUESTION # 93
Universal publications are a publishing house that sells online subscriptions for its leading magazine.
Customers can make a single Payment, or set up to pay weekly, monthly or quarterly. Universal Publications wants to use opportunities to track and report on these subscription deals. What should a consultant recommend to meet this requirement?

- A. Enable schedules on product object.
- B. Enable schedules on opportunity object.
- C. Use assets with a lookup to opportunity object.
- D. Use contracts with a lookup to opportunity object.

Answer: C

NEW QUESTION # 94
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