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Salesforce Certified Sales Cloud Consultant Sample Questions (Q145-Q150):

NEW QUESTION # 145
Northern Trail Outfitters (NTO) sells two product lines that each use a distinct selling methodology.
Additionally each product line captures different information that is used to sell the products. What should a consultant recommend to support selling the two product lines?

- A. Create two sales processes and two page layouts, assign them to two different opportunity record types for each product line
- B. Create two page layouts, one opportunity record type, and one workflow rule to assign the correct page layout to the record type.
- C. Create one page layout, two sales processes, and validation rules to capture relevant opportunity information
- D. Create two page layouts and two sales processes, assign them to the respective product lines to collect relevant information.

Answer: A

NEW QUESTION # 146
Joe is the record owner of a lead. A lead sharing rule has been defined so that leads owned by Joe are shared with the public group called Joe's team. When the lead is converted to an account, contact, and opportunity, who will have access to these records assuming that a private sharing model is in place on these objects and there are no sharing rules defined for those objects?

- A. Joe, all members of the public group, and Joe's team will be able to access the three records.
- B. Joe will be the only person who is able to access the account, contact, and opportunity records.
- C. Joe and anyone above him in the role hierarchy will be to access the three records.
- D. Joe, all members of the public group, Joe's team, and anyone above any group member in the will be able to access the three records.

Answer: C

NEW QUESTION # 147
A Consultant has created a custom formula field on Opportunity that multiplies the Opportunity Amount by the Account's Discount field. Which Currency will the formula field use for its value if the Opportunity and the Account records have different Currencies?

- A. The Opportunity currency
- B. The User currency
- C. The Corporate currency
- D. The Account currency

Answer: A

NEW QUESTION # 148
As part of Enterprise Territory management implementation, Cloud Kicks wants the user to manually search for territory in an active territory model and assign to Opportunities. Which approach should the Consultant suggest to meet this requirement?

- A. Enable sharing access to the account to assign any active territory to Opportunities
- B. Use the default Enterprise Territory Management to provide access to assign any active territory to the Opportunity
- C. Create Apex Class code to assign territories to open Opportunities
- D. Update the Profile with the "manage Territory" permission

Answer: B

NEW QUESTION # 149

Cloud Kicks needs to set sales quotas for all sales reps.

Which solution should the consultant consider?

- A. Assign quota values by profile.
- B. Enable Forecast Quotas from Setup.
- C. Use the Data Import Wizard.

Answer: B

Explanation:

To set sales quotas for sales reps, Salesforce provides a feature called Forecast Quotas. By enabling Forecast Quotas from Setup, organizations can define and manage sales quotas for individual sales reps, teams, or territories within the Salesforce Forecasts feature. This allows sales managers to set goals and track sales performance against these quotas.

* Setting Up Forecast Quotas: Once enabled, quotas can be managed from the Forecasts tab, where managers can set monthly or quarterly targets for reps based on their sales expectations.

* Visibility and Tracking: The quota information integrates directly with the Forecasts feature, providing visibility for reps and managers to monitor progress and performance.

Option A (Data Import Wizard) is primarily for importing data, not for setting quotas. Option C (assigning quota by profile) is not how quotas are assigned in Salesforce; they are set per user or role. For more details, refer to the Salesforce Forecast Quotas documentation.

NEW QUESTION # 150

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