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In this competitive society, being good at something is able to take up a large advantage, especially in the IT industry. Gaining some IT authentication certificate is very useful. Salesforce Sales-Cloud-Consultant is a certification exam to test the IT professional knowledge level and has a Pivotal position in the IT industry. While Salesforce Sales-Cloud-Consultant exam is very difficult to pass, so in order to pass the Salesforce certification Sales-Cloud-Consultant exam a lot of people spend a lot of time and effort to learn the related knowledge, but in the end most of them do not succeed. Therefore GetValidTest is to analyze the reasons for their failure. The conclusion is that they do not take a pertinent training course. Now GetValidTest experts have developed a pertinent training program for Salesforce Certification Sales-Cloud-Consultant Exam, which can help you spend a small amount of time and money and 100% pass the exam at the same time.

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To be eligible for this certification exam, candidates must have completed the prerequisite Salesforce Certified Administrator exam. The Sales Cloud Consultant exam consists of 60 multiple-choice questions, which must be completed within 105 minutes. Sales-Cloud-Consultant Exam covers a broad range of topics, including sales process design, data management, analytics, and integration. Candidates are required to demonstrate their understanding of Salesforce Sales Cloud features and functionality, as well as their ability to apply this knowledge to real-world scenarios. Upon passing the exam, candidates will be awarded the Salesforce Certified Sales Cloud Consultant certification, which is recognized globally as a mark of excellence in sales and CRM.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q186-Q191):

NEW QUESTION # 186

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.

What should a consultant recommend to yield better search results?

- A. Add company name next to contacts full name in the search window.
- **B. Use quotation marks operator around contact's first and last name.**
- C. Use parentheses operator to limit search to the Contacts object.
- D. Add LIKE keyword next to contact's full name in the search window.

Answer: B

Explanation:

Using quotation marks operator around contact's first and last name is a recommendation that can yield better search results when searching for contacts in global search. Global search is a feature that allows users to search for records or information across multiple objects and fields in Salesforce. Quotation marks operator is an operator that can be used in global search to find an exact phrase or match in a record or field. For example, searching for "John Smith" will return only records or fields that contain John Smith as an exact phrase or match, not John Doe or Adam Smith or John Smithson. By using quotation marks operator around contact's first and last name, Cloud Kicks users can narrow down their search results and find the contacts they are looking for more easily and quickly.

NEW QUESTION # 187

A consultant is working with Cloud Kicks (CK) on its initial Sales Cloud implementation. CK wants its sales reps to be able to use Sales Cloud to track accounts, contacts, and opportunities before its global conference in 4 months.

What should the consultant recommend to meet the requirement?

- **A. Set obtainable metrics, goals, and milestones for the deadline.**
- B. Reschedule the event to ensure functionality is complete.
- C. Implement additional features to make the team more productive.
- D. Deploy the Salesforce mobile app to the team prior to the event.

Answer: A

Explanation:

* Setting obtainable metrics, goals, and milestones for the deadline is the best way to meet the requirement of tracking accounts, contacts, and opportunities before the global conference in 4 months.

Metrics are measures of performance or progress that can be quantified and tracked. Goals are desired outcomes or results that can be achieved by following a plan or strategy. Milestones are significant events or stages that mark the completion of a part of a project or a goal. By setting obtainable metrics, goals, and milestones for the deadline, the consultant can ensure that the Sales Cloud implementation is realistic, manageable, and aligned with the client's expectations and needs.

NEW QUESTION # 188

A consultant is working with a client to implement Territory Management and Collaborative Forecasting. The client has signed off on the solution design document.

Which three steps should the consultant take during the Build stage to ensure a successful implementation?

Choose 3 answers

- **A. Configure the application in a sandbox.**
- B. Clone feature metadata to production.
- **C. Communicate the anticipated live date.**
- **D. Demonstrate how the application works.**
- E. Develop training material.

Answer: A,C,D

NEW QUESTION # 189

Cloud Kicks has recently hired a new inside sales team. Management wants to ensure that steps in the sales process are clear and

adhered to by the team. Each step must have clear guidelines, support materials, and coaching tips. What should the consultant recommend to support the new sales team and management?

- A. Create a Path on the Opportunity object.
- B. Create Validation Rules on the Opportunity Stage field.
- C. Create a flow paired to each of the Opportunity stages.

Answer: A

Explanation:

To ensure that steps in the sales process are clear and adhered to by the new inside sales team, the consultant should recommend creating a Path on the Opportunity object. Salesforce Path provides a visual representation of the stages in a business process. It allows administrators to define key fields, guidance for success, and specific steps that need to be completed at each stage. This feature is ideal for providing clear guidelines, support materials, and coaching tips for each step of the sales process, helping sales teams stay on track and adhere to best practices.

NEW QUESTION # 190

Cloud Kicks has just deployed an of its configurations. The admin wants to build a separate process but uses most of the objects that were deployed.

What is the best practice a consultant should recommend to the admin?

- A. Build in a Developer Sandbox and test changes in a test release environment.
- B. Build in a Developer Sandbox and test changes in Production.
- C. Build in a test release environment and test changes in Production.
- D. Build in a test release environment and test changes in a test release environment.

Answer: A

Explanation:

* Building in a Developer Sandbox and testing changes in a test release environment is the best practice for creating a new process that uses most of the objects that were deployed. A Developer Sandbox is a type of sandbox that provides an isolated copy of the production environment for development purposes.

A test release environment is another type of sandbox that provides an isolated copy of the production environment for testing purposes before deploying changes to production.

* By building in a Developer Sandbox, the admin can create and modify configurations without affecting the production environment or other sandboxes. By testing changes in a test release environment, the admin can validate and verify the functionality and performance of the new process before deploying it to production.

NEW QUESTION # 191

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