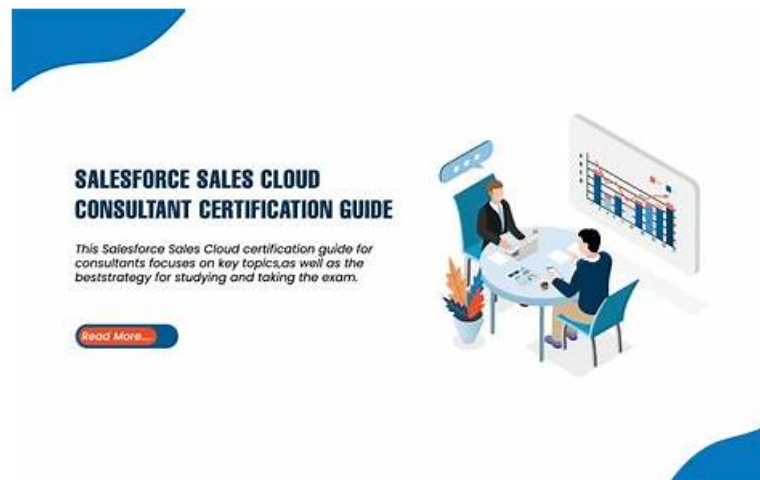


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Salesforce Sales-Cloud-Consultant exam covers a wide range of topics, including sales process design, sales forecasting, opportunity management, sales team management, and sales performance measurement. Sales-Cloud-Consultant exam tests the candidate's knowledge of Sales Cloud functionality, best practices, and implementation approaches. Sales-Cloud-Consultant exam also evaluates the candidate's skills in configuring Sales Cloud features, such as lead and opportunity management, account and contact management, and collaboration and automation.

The Sales Cloud Consultant certification is intended for professionals who work in sales, marketing, or customer service roles, and who have experience working with Salesforce tools and technologies. Salesforce Certified Sales Cloud Consultant certification is ideal for those who want to demonstrate their expertise in configuring and customizing Salesforce Sales Cloud to meet the specific needs of their organization.

The Sales-Cloud-Consultant Exam consists of 60 multiple-choice questions that must be completed within 105 minutes. Sales-Cloud-Consultant exam covers a range of topics, including sales cloud configuration, sales forecasting and pipeline management, sales process automation, sales cloud analytics, and integration with other systems. To pass the exam, candidates must achieve a score of 68% or higher. Salesforce recommends that candidates have at least six months of experience working on the Salesforce platform as a sales cloud consultant and complete the Sales Cloud Consultant certification course before attempting the exam. Passing Sales-Cloud-Consultant exam demonstrates a high level of proficiency in sales cloud consulting and is a valuable asset for professionals seeking to advance their careers in this field.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q167-Q172):

NEW QUESTION # 167

CORRECT TEXT

In Salesforce for Outlook, which related records are recommended when assigning unresolved events, emails and tasks?

Answer:

Explanation:

1. Opportunities
2. Cases
3. Accounts

NEW QUESTION # 168

Match this tip with its design consideration. "Use alerts sparingly"

- A. Search
- B. Tab and field naming
- C. Record types and page layouts
- **D. Workflow rules and approvals**
- E. Minimized redundant data entry
- F. Reduced clicks

Answer: D

NEW QUESTION # 169

CORRECT TEXT

What is the total number of content delivery views allowed within a 24hr period?

Answer:

Explanation:

20,000. The user will get a message asking them to try again later if this is exceeded.

NEW QUESTION # 170

The Cloud Kicks sales team needs to utilize the Salesforce mobile app feature to view, create, or update opportunities, but the internet is unavailable on their Android and iOS mobile devices.

Which two actions should the consultant recommend working around the issue?

Choose 2 answers

- **A. Enable offline create, edit, and delete in Salesforce.**
- **B. Enable the system permission to store offline data in Salesforce.**
- C. Enable the connect offline feature in Salesforce.
- D. Enable caching in Salesforce.

Answer: A,B

Explanation:

These are two actions that the consultant should recommend to work around the issue of internet unavailability on the Salesforce mobile app. Enabling the system permission to store offline data in Salesforce allows users to access cached data on their mobile devices when they are offline. Enabling offline create, edit, and delete in Salesforce allows users to perform these actions on their cached data when they are offline, and sync them back to Salesforce when they are online. Verified Reference: [Work Offline in the Salesforce Mobile App]

NEW QUESTION # 171

Universal Containers wants to help sales reps handle phone calls with prospective customers more efficiently. Which tool should the

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