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Salesforce Certified Sales Cloud Consultant Sample Questions (Q103-Q108):

NEW QUESTION # 103
A custom lead qualification process was implemented at Universal Containers over a year ago. The process has been underutilized by sales reps. A consultant suggested that the reason why adoption of the process by sales reps is poor is due to a lack of executive sponsorship.
Why is executive sponsor involvement so important for success?

- A. Executive sponsors ensure there Is a workable solution.
- B. Executive sponsors are champions of the project.
- C. Executive sponsors support the system after launch.

Answer: B

NEW QUESTION # 104

Cloud Kicks (CK) wants to migrate a data file containing 8,000 leads from a legacy system into Salesforce.

Many of the lead owners have left the company, so CK wants to populate the Lead Owner field for these records using the active assignment rule.

Which two tools should a consultant recommend to meet the requirement?

Choose 2 answers

- A. Data Import Wizard
- B. Data Loader
- C. .Scheduled Apex
- D. .dataloader.io

Answer: A,B

Explanation:
Explanation
The Data Import Wizard and the Data Loader are both tools that can import data into Salesforce and assign records to a queue or run an active assignment rule1. The Data Import Wizard can import up to 50,000 records at a time, while the Data Loader can import up to 5 million records at a time2. Both tools can also prevent duplicates by matching records based on external IDs or Salesforce record IDs3.

NEW QUESTION # 105

The Sales Director at Cloud Kicks mandated that implementing logic and automation to quality top leads is priority. Cloud Kicks fully leverages Sales Cloud and has significant data points captured on converted Leads and closed won Opportunities for the past four years. Which two actions can the Consultant first take to ensure a best practices implementation? Choose 2:

- A. Begin with the recommended base Lead Grade of B-. After a predetermined amount of time, evaluate the result and adjust the Grade accordingly.
- B. Review converted Lead data with Sales and Marketing leaders to understand the interaction patterns that led to conversion.
- C. Configure a qualification screen-based flow to assist Sales Reps in quickly determining which Leads are high priority.
- D. Begin with recommended base Lead Score of 100. After a predetermined amount of time, evaluate the results and adjust the Score accordingly.
- E. Work with subject matter experts to define the key attributes of the ideal customer for Cloud Kicks' products.

Answer: A,D

NEW QUESTION # 106

Sales managers at Cloud Kicks have noticed that information in some opportunity reports is incomplete. A consultant has performed an analysis and determined that opportunity stage reports often lack key information that sales managers expect at each stage because sales reps have yet to enter the data.

What should the consultant recommend so opportunity stage reports always contain the data managers expect?

- A. Customize Path and create validation rules dependent on stages.
- B. Configure Path by checking the Key Field Required checkbox.
- C. Create an Auto launched flow to determine if required fields are missing.
- D. Mark the fields as required on the Page layout.

Answer: A

NEW QUESTION # 107

Northern Trail Outfitters allows its sales representative to negotiate up to a 1 discount for their opportunities. Discounts greater than 1 must be sent to their Regional Sales Manager (RSM) for approval. Discounts greater than 15% must also be sent to the Regional Vice President (RVP) for approval. Which approach would satisfy these requirements?

- A. Create two step approval processes for the RSM and RVP as approvers.
- B. Configure an approval process for the RSM and workflow for the RVP.
- C. Create two approval processes one for RSM and one for RVP.
- D. Configure a workflow approval task and email to RSM and RVP.

Answer: A

NEW QUESTION # 108

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