

Sales-Con-201덤프샘플다운인기자격증시험덤프데모

SAP C_4H630_21 SAP Certified Development Associate - SAP Customer Data Platform 3

- A. Generic Webservice Provider
- B. Connector Studio
- C. Server API integrations
- D. Web client application

정답 B,C

질문 # 27

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여러분은 우선 우리 PassTIP사이트에서 제공하는SAP인증C_4H630_21시험덤프의 일부 문제와 답을 채
험해보세요. 우리 PassTIP를 선택해주시다면 우리는 최선을 다하여 여러분이 꼭 한번에 시험을 패스할 수
있도록 도와드리겠습니다.만약 여러분이 우리의 인증시험덤프를 보시고 시험이랑 틀려서 패스를 하지 못
하였다면 우리는 무조건 덤프비용전부를 환불해드립니다.

C_4H630_21덤프: https://www.passtip.net/C_4H630_21-pass-exam.html

PassTIP의SAP인증 C_4H630_21덤프의 인지도는 아주 높습니다. PassTIP의SAP인증 C_4H630_21덤프
는 시험패스율이 거의 100%에 달하여 많은 사랑을 받아왔습니다. SAP C_4H630_21시험을 가장 쉽게
합격하는 방법이 PassTIP의SAP C_4H630_21 덤프를 마스터하는 것입니다. SAP C_4H630_21시험덤프
에도 성공으로 향하는 길에는 많은 방법과 방식이 있습니다. 우리 PassTIP에서는 최고이자 최선의SAP
인증C_4H630_21덤프자료를 제공 함으로 여러분을 도와SAP 인증C_4H630_21인증자격증을 쉽게 취
득할 수 있게 해드립니다.만약 아직도SAP 인증C_4H630_21시험패스를 위하여 고군분투하고 있다면 바
로 우리 PassTIP를 선택함으로 여러분의 고민을 날려버릴수 있습니다. SAP C_4H630_21 덤프를 한번 믿
고SAP C_4H630_21시험에 두려움없이 맞서보세요.

우리는 손사래를 치며 어색하게 웃었다. 유미까지 부추겼지만 우리는 고개를 저었다. PassTIP의SAP인증
C_4H630_21덤프의 인지도는 아주 높습니다. PassTIP의SAP인증 C_4H630_21덤프는 시험패스율이
거의 100%에 달하여 많은 사랑을 받아왔습니다.

**C_4H630_21시험덤프데모 덤프에는 ExamName} 시험문제의 모
든 유형이 포함**

SAP C_4H630_21시험을 가장 쉽게 합격하는 방법이 PassTIP의SAP C_4H630_21 덤프를 마스터한
것입니다. 성공으로 향하는 길에는 많은 방법과 방식이 있습니다. 우리 PassTIP에서는 최고이자 최
선의SAP 인증C_4H630_21덤프자료를 제공 함으로 여러분을 도와SAP 인증C_4H630_21인증자격증을
쉽게 취득할 수 있게 해드립니다.만약 아직도SAP 인증C_4H630_21시험패스를 위하여 고군분투하고 있
다면 바로 우리 PassTIP를 선택함으로 여러분의 고민을 날려버릴수 있습니다.

Tags: C_4H630_21시험덤프데모,C_4H630_21덤프,C_4H630_21퍼펙트 덤프 최신판
제,C_4H630_21유효한 시험자료,C_4H630_21시험패스 가능한 인증공부자료

C_4H630_21시험덤프데모 & C_4H630_21덤프

BONUS!!! Itcertkr Sales-Con-201 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=1VgAny3r0nTGHZAf6vnsAckZau8fp5P8z>

저희가 알아본 데 의하면 많은 IT인사들이Salesforce인증Sales-Con-201시험을 위하여 많은 시간을 투자하고 있다고 합니다.하지만 특별한 학습 반 혹은 인터넷강이 같은건 선택하지 않으셨습니다.때문에 패스는 아주 어렵습니다.보통은 한번에 패스하시는 분들이 적습니다.우리 Itcertkr에서는 아주 믿을만한 학습가이드를 제공합니다.우리 Itcertkr에는Salesforce인증Sales-Con-201테스트버전과Salesforce인증Sales-Con-201문제와 답 두 가지 버전이 있습니다.우리는 여러분의Salesforce인증Sales-Con-201시험을 위한 최고의 문제와 답 제공은 물론 여러분이 원하는 모든 IT인증시험자료들을 선사할 수 있습니다.

Salesforce인증 Sales-Con-201시험을 한방에 편하게 통과하여 자격증을 취득하려면 시험전 공부가이드가 필수입니다. Itcertkr에서 연구제작한 Salesforce인증 Sales-Con-201덤프는Salesforce인증 Sales-Con-201시험을 패스하는데 가장 좋은 시험준비 공부자료입니다. Itcertkr덤프공부자료는 엘리트한 IT전문자들이 자신의 노하우와 경험으로 최선을 다해 연구제작한 결과물입니다.IT인증자격증을 취득하려는 분들의 곁은Itcertkr가 지켜드립니다.

>> Sales-Con-201덤프샘플 다운 <<

Salesforce Sales-Con-201덤프공부문제, Sales-Con-201최고품질 덤프문제모음집

덤프는 구체적인 업데이트 주기가 존재하지 않습니다. 하지만 저희는 수시로 Salesforce Sales-Con-201 시험문제 변경을 체크하여 Salesforce Sales-Con-201 덤프를 가장 최신버전으로 업데이트하도록 최선을 다하고 있습니다. Salesforce Sales-Con-201 덤프를 구매하면 1년간 업데이트될 때마다 최신버전을 구매시 사용한 메일로 전송해드립니다.

최신 Salesforce Cloud Consultant Sales-Con-201 무료 샘플문제 (Q160-Q165):

질문 # 160

When a lead is created, Cloud Kicks wants to implement rules to assign the lead to the appropriate user. The new record should have the assignee's default record type.

Which approach should the consultant recommend to meet the requirement most efficiently?

- A. Match the record type of assignee in the User settings.
- B. Use Lead settings to set the record type of the assignee.
- C. Create a flow to update the lead record type of the assignee.

정답: A

질문 # 161

The sales team at Cloud Kicks needs to track the number of retail locations for each of its leads. Once the lead is converted, the sales team wants to see the number of retail locations related to their customers. The service team also wants to view this information.

What should the consultant do to meet this requirement?

- A. Create a custom object related to the Account and Lead objects to store the retail locations.
- B. Map the custom field from the Lead object to the custom field on the Account object during lead conversion.
- C. Add roll-up summary fields to calculate the number of retail locations related to the Account and Lead objects.

정답: B

설명:

To meet the requirement for Cloud Kicks, where both the sales and service teams need visibility on the number of retail locations associated with leads and customers, mapping a custom field from the Lead object to the Account object during lead conversion is the best solution. This approach ensures that the retail location information is carried over from the lead to the account once the lead is converted. This aligns with Salesforce's recommended practice for managing lead conversion and preserving critical data.

Here's how it works:

* Custom Field Mapping: In Salesforce, custom fields on the Lead object can be mapped to custom fields on the Account, Contact, or Opportunity objects. When a lead is converted, the data in these fields will automatically transfer to the corresponding custom fields in the resulting records.

* Data Consistency Across Objects: By mapping the custom field from Lead to Account, the sales and service teams will have a consistent view of the retail locations both during the lead phase and after conversion to a customer account.

* Visibility and Access: Since both the sales and service teams need access to this data, mapping the field ensures that it remains available and visible on the Account object, where it can be referenced in account-related activities and service cases.

In this scenario, Option A would require creating a new custom object and building additional relationships, which may complicate the data model unnecessarily. Option C, using roll-up summary fields, is not applicable here, as roll-up summaries are typically used for parent-child relationships on related records and not for field mapping during lead conversion.

For more information on lead conversion and custom field mapping, refer to Salesforce's official documentation on Mapping Custom Lead Fields for Lead Conversion. This document outlines how custom field mapping functions during lead conversion, allowing for seamless data transfer to maintain information continuity between lead and account records.

질문 # 162

As part of a Sales Territories implementation, Cloud Kicks wants the user to manually search for a territory in an active territory model and assign it to opportunities.

Which approach should the consultant recommend to meet this requirement?

- A. Update the profile with the Manage Territory permission.
- B. Use default Sales Territories to assign any active territory to the opportunity.

- C. Enable sharing access to the Account to assign any active territory to opportunities.

정답: B

설명:

To allow users to manually search for and assign territories to opportunities, updating the profile with the Manage Territory permission is necessary. Here's why:

- * Permission Requirements: The Manage Territory permission allows users to access and assign territories within active territory models. This enables them to search for and manually assign the correct territory to opportunities.
- * Manual Territory Assignment: Granting this permission allows the user to interact with the territory management features directly and assign territories as required.
- * Salesforce Best Practices: Salesforce recommends using profile and permission set adjustments to control access to territory management features, ensuring users have appropriate permissions to perform their tasks.
- * References: Salesforce's Territory Management documentation details permissions needed for territory assignments and how to configure them.

In summary, updating the profile with the Manage Territory permission (Option C) enables users to manually search and assign territories within an active territory model.

질문 # 163

The sales team at Cloud Kicks has been late meeting project deadlines and missed multiple meetings. What should the consultant recommend to the project manager?

- A. Confirm that the statement of work (SOW) Is realistic.
- **B. Revisit the communication plan and set up more frequent check-ins.**
- C. Bring additional resources from the consulting firm to the project.

정답: B

설명:

If the sales team has been missing deadlines and meetings, it may indicate a need to revisit the communication plan and establish more frequent check-ins. Regular check-ins help keep the team aligned, address any challenges promptly, and reinforce accountability. A well-defined communication plan ensures that everyone stays informed about project status and expectations, which is essential for maintaining momentum and meeting deadlines.

For best practices on project communication, refer to: Salesforce Project Management Communication.

질문 # 164

Cloud Kicks wants to enable sales reps to view an individual team member's split percentage when the split percentage is less than 100% of the revenue amount.

Which attribution method should the consultant recommend?

- **A. Opportunity Percentage Split**
- B. Opportunity Amount Split
- C. Opportunity Overlay Split

정답: A

설명:

The Opportunity Percentage Split feature is the best fit for Cloud Kicks when they need to allocate credit among sales team members based on each person's contribution. This method enables flexible splitting of opportunity revenue, which is particularly useful when percentages do not total 100%. It provides visibility into individual contributions, allowing Cloud Kicks to attribute revenue accurately across team members

질문 # 165

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많은 분들은 Salesforce Sales-Con-201 인증시험이 아주 어려운 것은 알고 있습니다. 하지만 우리 Itcertkr를 선택함으로 Salesforce Sales-Con-201 인증시험은 그렇게 어렵지 않다는 것을 알게 될 것입니다. Pass4Tes의 Salesforce Sales-Con-201 합습가이드는 시험의 예상문제부터 전면적으로 만들어진 아주 완벽한 시험자료입니다. 우리의 서비스는

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id=1VgAny3r0nTGHAZif6vnsAckZau8fp5P8z