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Salesforce Certified Sales Cloud Consultant Sample Questions (Q81-Q86):

NEW QUESTION # 81

Cloud Kicks manages contacts for lead generation in a marketing application. Following a new Salesforce implementation, inbound leads will be reviewed in the marketing application and then migrated to Salesforce.

Which contacts should the consultant migrate from the marketing application to leads in Salesforce?

- A. Qualified contacts
- B. All contacts
- C. New contacts
- D. Active contacts

Answer: D

NEW QUESTION # 82

Universal Containers Contact Center wants to increase its profit margins by promoting call deflection within Service Cloud. Which two solutions should a Consultant recommend?

Choose 2 answers

- A. Knowledge Base
- B. Customer Community
- C. Automatic Call Distribution
- D. Service Cloud Console

Answer: A,B

NEW QUESTION # 83

CORRECT TEXT

Do territories need to be geographically defined?

Answer:

Explanation:

No,

territories can be setup according to any hierarchy that you like

NEW QUESTION # 84

Universal Containers wants to track the campaigns that influence won opportunities. Using standard functionality, what should a consultant recommend to meet this requirement? Choose 2 answers

- A. Automatically add child campaigns of the primary campaign source if the child campaigns have an end date that falls before the opportunity close date.
- B. Add campaigns to opportunities when the campaign is related to a contact that is assigned a contact role on the opportunity prior to the close date.
- C. Have representatives populate a field on the opportunity record with the dollar amount of the expected revenue from the campaigns that influenced the opportunity.
- D. Have the administrator specify a timeframe that limits the time a campaign can influence an opportunity after the campaign first associated date and before the opportunity created date.

Answer: B,D

NEW QUESTION # 85

Cloud Kicks (CK), a large global organization, is rolling out a complex Salesforce Release to its staff located in offices around the world.

Which approach should the consultant recommend that CK use for training this audience?

- A. Conduct Train-the-trainer sessions.
- B. Configure In-App Guidance.
- C. Leverage Trailhead and documentation.

Answer: A

Explanation:

For a large, global rollout, conducting Train-the-Trainer sessions is the most effective approach. Here's why:

* Scalability and Localization: Train-the-Trainer sessions prepare local trainers who can then provide tailored training to their respective regions. This approach ensures that training is scalable and adaptable to the specific needs of each location.

* Global Consistency: By training designated trainers, CK can ensure consistency in the information being conveyed while allowing for localization of the training material where needed.

* Salesforce Best Practices: For large, distributed organizations, Salesforce recommends the Train-the-Trainer model to ensure broad coverage and effective communication across global teams.

* References: Salesforce's documentation on User Training and Change Management describes the Train-the-Trainer model as a recommended strategy for large-scale implementations.

In summary, conducting Train-the-Trainer sessions (Option B) is the best approach to ensure effective training across CK's global organization.

NEW QUESTION # 86

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