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Salesforce Sales-Cloud-Consultant Certification is recognized globally and is highly respected by employers, clients, and peers. Achieving this certification demonstrates a commitment to excellence and a deep understanding of Sales Cloud implementation and configuration. It also opens up new career opportunities and possibilities for advancement within the Salesforce ecosystem.

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Salesforce Sales-Cloud-Consultant Certification Exam is divided into several sections, each of which focuses on a specific area of Sales Cloud implementation. These sections include Sales Cloud Solution Design, Implementation Strategies, Sales Cloud

Configuration, and Sales Cloud Analytics. Each section is designed to test the candidate's knowledge and understanding of the Sales Cloud platform, as well as their ability to implement Sales Cloud solutions in real-world scenarios.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q111-Q116):

NEW QUESTION # 111

Universal Container has its sales representative enter a new lead whenever they are prospecting a new customer, when qualify the new lead, a new opportunity must be created to track the deal. What would a consultant recommend to enforce data quality and accuracy? Choose 3 answer

- A. Map lead fields to corresponding opportunity field
- B. Enable validation rules on lead
- C. Create an apex trigger to perform data quality check.
- D. Create lead conversion process.

Answer: A,B,D

NEW QUESTION # 112

Universal Telco sells and supports a line of smart phones. The company offers support via phone, email-to-case, web-to-case, and a customer portal. The call center manager is incented to drive support through customer self-service. Which report should be included on the manager's dashboard? Choose 3 answers:

- A. Average Call Handle Time
- B. Escalated Calls
- C. Knowledge Article Usage
- D. Cases by Support Channels
- E. Number of Portal Logins per Day

Answer: C,D,E

NEW QUESTION # 113

Universal Containers is using the Lightning Service Console for managing cases and wants to add a softphone to enable click-to-call capability.

Which three configurations are needed for the softphone to work in Salesforce? Choose 3 answers

- A. Create a softphone layout and assign to user profiles.
- B. Enable Live Agent in their community to chat with an agent.
- C. Assign the correct Salesforce users to the Call Center.
- D. Install an adapter from AppExdiange to work with third-party cn systems.
- E. Assign the Salesforce CTI license to Salesforce users.

Answer: A,C,D

NEW QUESTION # 114

Resellers for Universal Containers need access to reports in the Partner Communities to help manage their opportunities. How should Salesforce be configured to give resellers the correct level of access to reports?

- A. Create the appropriate list views and report folders, and share with all partner users.
- B. Create a new tab in the Partner Communities to display the appropriate list views and report folders.
- C. Create a Chatter group that allows partners to post links to appropriate list views and reports.
- D. Create the appropriate list views and report folders in the Partner Communities for all partner users.

Answer: D

NEW QUESTION # 115

- A. All campaigns created within the last 60 days will be added to the campaign influence related list.
- B. All contacts associated with campaigns will be added to the campaign influence related list.
- C. Campaigns in which a contact became a member within the last will be added to the campaign influence L' related list.
- D. Sales reps can choose which campaigns created within the last 60 days should be added to the '-' campaign influence related list.

NEW QUESTION # 116

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