

Sales-Con-201 100% 시험패스덤프 - Sales-Con-201 최신 업데이트 인증덤프자료



BONUS!!! ExamPassdump Sales-Con-201 시험 문제집 전체 버전을 무료로 다운로드하세요:
<https://drive.google.com/open?id=1OIKTIZ76M-LuFJVtnX02eFb5ajuKiy3T>

Demo를 다운받아Salesforce Sales-Con-201덤프의 일부분 문제를 체험해보시고 구매하셔도 됩니다. 저희 ExamPassdump에서는Salesforce Sales-Con-201덤프의 일부분 문제를 샘플로 제공해드립니다. 덤프만 열람하시면 Salesforce Sales-Con-201시험패스가 가능하기에 저희 자료를 선택한걸 후회하지 않게 할 자신이 있습니다.

IT인증자격증만 소지한다면 일상생활에서 많은 도움이 될것입니다. 하지만 문제는 어떻게 간단하게 시험을 패스 할것인가 입니다. ExamPassdump는 IT전문가들이 제공한 시험관련 최신 연구자료들을 제공해드립니다. ExamPassdump를 선택함으로써 여러분은 성공도 선택한것이라고 볼수 있습니다. ExamPassdump의Salesforce 인증Sales-Con-201시험대비 덤프로Salesforce 인증Sales-Con-201시험을 패스하세요.

>> Sales-Con-201 100% 시험패스 덤프 <<

퍼펙트한 Sales-Con-201 100% 시험패스 덤프 최신버전 덤프자료

현재 경쟁율이 심한IT시대에,Salesforce Sales-Con-201자격증 취득만으로 이 경쟁이 심한 사회에서 자신만의위치를 보장할수 있고 더욱이는 한층업된 삶을 누릴수 있을수도 있습니다. 우리ExamPassdump 에서 여러분은Salesforce Sales-Con-201관련 학습지도서를 얻을 수 있습니다. 우리ExamPassdump는 IT업계엘리트 한 강사들이 퍼펙트한 Salesforce Sales-Con-201문제집을 만들어서 제공합니다. 우리가 제공하는Salesforce Sales-Con-201문제와 답으로 여러분은 한번에 성공적으로 시험을 패스 하실수 있습니다. 중요한것 저희 문제집을 선택함으로써 여러분의 시간도 절약해드리고 무엇보다도 많은 근심없이 심플하게 시험을 패스하여 좋다는 점입니다.

최신 Salesforce Cloud Consultant Sales-Con-201 무료샘플문제 (Q111-Q116):

질문 # 111

The Contact Us form on the Cloud Kicks website creates leads that sales reps need to contact in a timely manner. The VP of sales wants to know when the lead status is still new a day after the lead was created. Sales reps want a simple way to contact these leads.

Which action should the consultant take to meet the requirements?

- A. Create a Lead escalation rule with criteria "Lead created date not equal to TODAY" and "Status not equal to new".
- B. Create a dynamic report with a filter where "Lead created date is equal to TODAY" and "Status equals new".
- C. Create a Lead list view filtered for "Lead created date not equal to TODAY" and "Status equals new".

정답: C

설명:

Context:

- * The Contact Us form on the Cloud Kicks website generates leads.
- * The VP of Sales wants to identify leads that are still new a day after creation.
- * Sales reps desire an easy way to contact these leads.
- * Creating a Lead List View:
- * Purpose: Provides a dynamic way for sales reps and the VP to view leads that require attention.
- * Filters to Apply:
- * Lead Created Date not equal to TODAY: Ensures leads displayed were created before the current day.
- * Status equals New: Identifies leads that have not been acted upon.
- * Benefits:
- * Timely Follow-Up: Helps sales reps prioritize contacting leads that may be slipping through the cracks.
- * Visibility for Management: The VP can monitor leads that are pending action beyond the expected time frame.
- * User Accessibility:
- * Simple Access: Sales reps can easily access the list view to find and contact these leads promptly.
- * Customization: The list view can be adjusted or shared as needed.

Why Other Options Are Less Effective:

- * Option B: An escalation rule would not necessarily provide an easy way for sales reps to contact leads and might not align with the criteria specified.
- * Option C: A report focusing on leads created today does not help identify leads that are still new after a day.

Salesforce Sales Cloud References:

- * Creating and Customizing List Views: Salesforce Help - Create a List View
- * Lead Management: Salesforce Trailhead - Lead Management
- * Best Practices for Timely Lead Follow-Up: Emphasizes the importance of prompt engagement with new leads.

By creating a lead list view with the specified filters, Cloud Kicks can ensure that sales reps have a straightforward method to identify and contact leads that have remained untouched for over a day, enhancing lead response times and potential conversions.

질문 # 112

Cloud Kicks has purchased a list of prospects and wants sales reps to contact and measure the return on investment (ROI) of the purchased list.

Which solution should the consultant recommend?

- A. Import the prospects as Contacts and assign them to Accounts.
- B. Import the list as new Leads and update the Lead Source to "Purchased Lead".
- C. Import the list as new Leads and map the Campaign during import.

정답: C

설명:

To measure the ROI of a purchased prospect list, importing the list as new Leads and mapping the Campaign during import is recommended. Here's why:

- * Campaign Attribution: By associating the leads with a specific campaign, CK can easily track ROI by monitoring campaign-related metrics such as conversions, sales, and revenue directly attributable to the purchased list.
- * Lead Tracking and Management: Importing as Leads allows for centralized tracking of all new prospects, enabling sales reps to follow up and progress leads through the sales funnel. Associating these leads with a campaign helps assess the effectiveness of the purchased list.
- * Salesforce Best Practices: Salesforce recommends using Campaigns to track marketing initiatives and their ROI. By mapping leads to a campaign, CK can leverage standard Salesforce campaign reporting to assess effectiveness and ROI.
- * References: Salesforce's documentation on Leads and Campaign Management provides details on importing leads and associating them with campaigns for ROI tracking.

In summary, importing the list as new Leads and mapping the Campaign during import (Option C) allows Cloud Kicks to effectively track and measure the ROI of the purchased list.

질문 # 113

Cloud Kicks wants to implement a methodology to determine which current leads have the most in common with leads that have successfully been converted in the past.

How should the consultant meet this requirement?

- A. Create Cadence Steps.
- B. Use Einstein Lead Scoring.

- C. Use Lead Conversion Reporting.

정답: B

설명:

Einstein Lead Scoring in Salesforce uses machine learning to analyze historical data and identify which lead attributes are most predictive of successful conversions. This tool can help Cloud Kicks by determining which current leads share similarities with leads that have historically been converted. By leveraging this scoring system, Cloud Kicks can prioritize leads with the highest likelihood of success based on past data, optimizing their lead management strategy.

For more on Einstein Lead Scoring, see: Einstein Lead Scoring Overview.

질문 # 114

Cloud Kicks needs to set sales quotas for all sales reps.

Which solution should the consultant consider?

- A. Use the Data Import Wizard.
- **B. Enable Forecast Quotas from Setup.**
- C. Assign quota values by profile.

정답: B

설명:

To set sales quotas for sales reps, Salesforce provides a feature called Forecast Quotas. By enabling Forecast Quotas from Setup, organizations can define and manage sales quotas for individual sales reps, teams, or territories within the Salesforce Forecasts feature. This allows sales managers to set goals and track sales performance against these quotas.

* Setting Up Forecast Quotas: Once enabled, quotas can be managed from the Forecasts tab, where managers can set monthly or quarterly targets for reps based on their sales expectations.

* Visibility and Tracking: The quota information integrates directly with the Forecasts feature, providing visibility for reps and managers to monitor progress and performance.

Option A (Data Import Wizard) is primarily for importing data, not for setting quotas. Option C (assigning quota by profile) is not how quotas are assigned in Salesforce; they are set per user or role. For more details, refer to the Salesforce Forecast Quotas documentation.

질문 # 115

Cloud Kicks has organization-wide defaults set to Private for Account.

With the rollout of Opportunity Teams, what should a consultant consider?

- A. Opportunity should be set to Public Read/Write first.
- B. The Opportunity will be implicitly Write for the team.
- **C. The Opportunity's Account will be implicitly Read for the team.**

정답: C

설명:

With Opportunity Teams, Salesforce provides implicit sharing of related records. When an Opportunity is shared with a team, members gain Read access to the associated Account, even if the Account is set to Private in organization-wide defaults. This implicit sharing allows team members to have the necessary context on the Account without changing broader Account access permissions.

질문 # 116

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ExamPassdump의Salesforce인증 Sales-Con-201덤프의 인지도는 아주 높습니다. 인지도 높은 원인은Salesforce인증 Sales-Con-201덤프의 시험적중율이 높고 가격이 친근하고 구매후 서비스가 끝내주기 때문입니다. ExamPassdump의 Salesforce인증 Sales-Con-201덤프로Salesforce인증 Sales-Con-201시험에 도전해보세요.

Sales-Con-201최신 업데이트 인증덤프자료 : https://www.exampassdump.com/Sales-Con-201_valid-braindumps.html

정리를 꽤나 잘해두었기에 안 그래도 좁아 보이는 마당Sales-Con-201이 팬스레 공허해 보였다.갈 곳이 생겼소, 예슬 같은 부자집 공주님이 학급비 따위 폰돈에 손덜 리 없었으니까, 저희 사이트에서는 구매의향이 있으신 분께 할인Sales-Con-201 100% 시험패스 덤프코드를 선물해드립니다.결제시 할인코드를 적용하시면 보다 저렴한 가격에 품질좋은 덤프를 구매하실수 있습니다.

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