

Valid Sales-Cloud-Consultant Test Review, Flexible Sales-Cloud-Consultant Testing Engine



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Salesforce Sales-Cloud-Consultant Exam is an essential certification for professionals who want to demonstrate their expertise in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is highly valued in the industry and is recognized by employers worldwide. Sales-Cloud-Consultant exam covers a wide range of topics, including sales process design, sales forecasting, opportunity management, sales team management, and sales performance measurement. Salesforce Certified Sales Cloud Consultant certification demonstrates that the candidate has the skills and knowledge required to implement, configure, and manage the Salesforce Sales Cloud solution.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q154-Q159):

NEW QUESTION # 154

Universal Containers is using Salesforce and has set up a privatesharing model. Sam is a sales executive who reports to John, a sales manager. Sam has ownership of the ABC

Company account record and has created an opportunity for ABC Company. There is a sharing rule that allows the finance team to see all accounts and opportunities. Which statement is about data visibility is true?

- A. John and Sam can see all of the same data
- B. John can see all of Sam's data

Answer: B

NEW QUESTION # 155

UC sells to a customer segment that has dozens of daily order and payment transactions. These customers have low credit limits which are closely monitored. At the time orders are accepted, management wants to check the customers available credit in Salesforce using information sourced from a third-party cloud application. What approach should a consultant recommend for this credit system Integration?

- A. Create a daily job using the custom object import wizard to retrieve credit balances.
- B. Create a scheduled batch using Apex to retrieve credit balances each night.
- C. Create a data mapping in Data Loader for periodic manual credit uploads.
- **D. Create a web service using Apex to retrieve credit balances as needed.**

Answer: D

NEW QUESTION # 156

Universal Containers has enabled Social Accounts and contacts. When a sales representative accesses a contact within Salesforce, the representative is unable to see detailed information from the contact's Facebook profile (e.g. contact's wall postings). What is preventing the sales representative from accessing detailed information on the contact's Facebook page?

- A. The fields configured by Universal Containers administrator on the contact page layout are missing
- B. Universal Containers must purchase the Facebook license to access public information for its users
- C. The link to the Facebook profile is not configured with the administrator password to access detailed information
- **D. The information shown is based on the sales representative's connection level with the contact on Facebook.**

Answer: D

NEW QUESTION # 157

CORRECT TEXT

What does Data.com (Jigsaw) do?

Answer:

Explanation:

1. Keeps data clean enabling valid research into account and contact details to determine the right person to market to
2. Assist with prospecting through finding and targeting the right leads
3. Drives better campaigning through clean data and building of marketing lists
4. Provides a preview of account and contact information
5. Drives data quality, through cleaning of data within SF- dedups and updates incomplete information

NEW QUESTION # 158

A company frequently has issues with customers that need complex, hands-on technical support with high-priority issues in difficult-to-visit locales.

What should be recommended for reliable, real-time support to customers with these restrictions?

- **A. SOS Video Chat**
- B. Customer Community
- C. Salesforce Knowledge
- D. Field Service Lightning

Answer: A

NEW QUESTION # 159

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As what have been demonstrated in the records concerning the pass rate of our Sales-Cloud-Consultant free demo, our pass rate

