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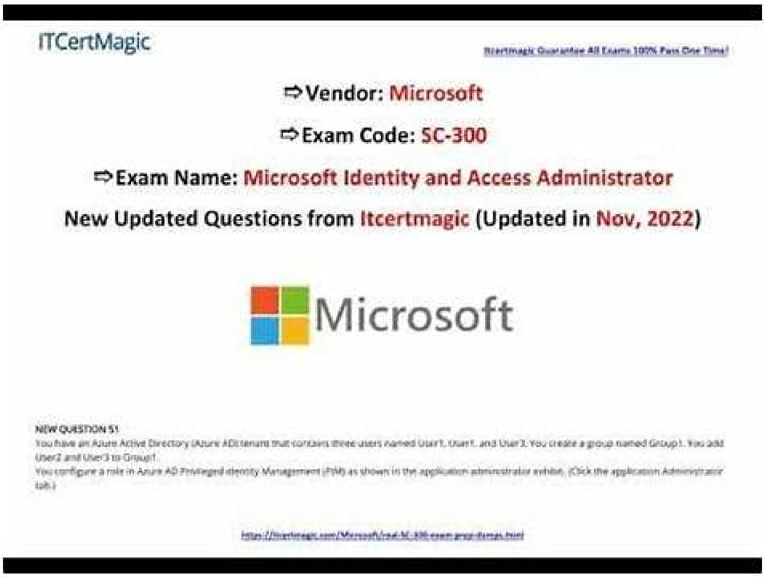

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Salesforce Sales-Cloud-Consultant Certification Exam is a comprehensive test that covers a wide range of topics related to Sales Cloud. Sales-Cloud-Consultant exam consists of 60 multiple-choice questions that must be completed within 120 minutes. The questions are designed to test the candidate's knowledge in areas such as Sales Cloud configuration, Sales Cloud data management, Sales Cloud integration, and Sales Cloud automation.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q162-Q167):

NEW QUESTION # 162
Cloud Kicks wants to implement team selling to share differing levels of access to Accounts and associate records, such as opportunities, contracts, and case, based on team member responsibilities.
Which capability should the consultant recommend?

- A. Account Teams

- B. Opportunity Teams
- C. Role hierarchy
- D. Sharing rules

Answer: A

Explanation:
Account Teams are groups of users who work together on an account and its related records, such as opportunities, contracts, and cases. Account Teams allow users to share different levels of access to accounts and associated records based on their team roles and responsibilities. For example, a sales rep may have full access to an account and its opportunities, while a customer service agent may have read-only access to the account and full access to its cases.

NEW QUESTION # 163
Universal Containers provides customer support for both new products and routine maintenance of existing products. The cases for both types have many stages and fields in common, however, the maintenance cases have additional stages and fields that need to be captured. Which two features should a Consultant recommend to accomplish this objective? Choose 2 Answers

- A. Approval Processes
- B. Support Processes
- C. Support Types
- D. Record Types

Answer: B,D

NEW QUESTION # 164
CORRECT TEXT
When multiple currencies are enabled how are currency fields calculated?

Answer:

Explanation:
1. Every record has a currency field that determines the currency type for amounts in that record.
2. All currency amounts display in the records currency and are also converted to the personal currency of the record owner based on conversion rates (entered by administrator) For example, if you do business with Acme, Inc., a Germancompany, you can set the Currency field in the Acme, Inc. accountto "EUR - Euro." Amounts such as Annual Revenue will display in eu How does territory management differ to role hierarchies?

NEW QUESTION # 165
Cloud Kicks is undergoing a GDPR-focused implementation to ensure access to personal information data is limited to only users who need access to a company's account. Cloud Kicks has a private Account model.
How should the Consultant provide specific Account access to the Renewals and Sales Operation teams?

- A. Add Renewals and Sales Operations team members to a sales user's default Opportunity team.
- B. Create Renewals and Sales Operation Account team member roles and have Sales allocate Account team members to the appropriate users.
- C. Create a criteria-based sharing rule to share Accounts with the Sales Operations and Renewals public groups.
- D. Create a role-based sharing rule to share all Account with the Sales Operations and Renewals roles.

Answer: B

NEW QUESTION # 166
How are Quotas defined in Salesforce?

Answer:

Explanation:

Users with the appropriate permission can set their individual quota. Administrators and users with the appropriate permission can always edit any quota, and managers can always change the quotas of users that report directly to them in the role hierarchy.

NEW QUESTION # 167

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