

Exam Salesforce Sales-Con-201 Forum | Pass4sure Sales-Con-201 Pass Guide



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Salesforce Sales-Con-201 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Consulting Practices	14%	- Project management and delivery lifecycle - Discovery, requirement analysis, and solution design - Facilitate successful engagements and adoption
Topic 2: Sales Lifecycle	23%	- Select appropriate features: Sales Engagement, Territory Management, Forecasting, Einstein AI - Analyze sales and marketing processes - Design reports and dashboards based on KPIs
Topic 3: Implementation Strategies	15%	- Plan deployment and post-implementation improvements - Align sales processes with organizational goals - Translate business requirements and KPIs into Sales Cloud solutions
Topic 4: Predictive and Generative AI	13%	- Use AI tools in Sales Cloud and Agentforce for Sales - Apply Trusted AI Principles and ethical guidelines
Topic 5: Data Management	15%	- Manage data governance and maintenance - Ensure data quality and scalability - Data migration and integration considerations

Topic 6: Practical Application of Sales Cloud Expertise	33%	- Apply security models: sharing rules, role hierarchy, Account/Opportunity Teams - Configure Products, Price Books, Quotes, and multi-currency settings - Build end-to-end sales processes from Lead to Close - Leverage Campaigns and integration tools
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Salesforce Certified Sales Cloud Consultant Sample Questions (Q67-Q72):

NEW QUESTION # 67

Sales leadership at Universal Containers is concerned that sales reps are negotiating deals with contacts without the authority to make a decision, resulting in lost deals. What should the consultant recommend to resolve the issue?

- A. Require sales reps to add the stakeholder as the decision maker on each opportunity before the rep can progress the stage.
- B. Enable Opportunity Teams so sales reps can track the decision maker for each opportunity.
- C. Allow sales reps to mark the contact on each opportunity as "Primary" to indicate the decision maker.

Answer: A

NEW QUESTION # 68

Cloud Kicks wants to send an email notification to the VP of sales whenever any opportunity with an amount of \$100,000 or more reaches a probability of 75% or more.

Which solution should the consultant recommend?

- A. Configure a flow with an email alert for the opportunity.
- B. Create a Lightning Email Template for the opportunity.
- C. Change the stage on the opportunity.

Answer: A

Explanation:

Using Salesforce Flow to configure an email alert is an effective solution to send notifications based on specific criteria, such as when an opportunity's amount is \$100,000 or more and its probability reaches 75% or higher. In this case, a flow can monitor these conditions and trigger an email alert to notify the VP of Sales.

This approach provides flexibility and ensures that notifications are sent in real-time when opportunities meet the specified conditions. For guidance on setting up email alerts with Salesforce Flow, see: Salesforce Flow Email Alerts.

NEW QUESTION # 69

Northern Trail Outfitters launched Salesforce for its EMEA subsidiary 3 months ago and wants to gain insight into usage. Which option should a consultant recommend to meet this requirement?

- A. Create and subscribe to a custom report of active users by role.
- B. Install the Salesforce Adoption Dashboard from AppExchange.
- C. Analyze the Setup Audit Trail to determine the number of logins per day.

Answer: B

NEW QUESTION # 70

The Cloud Kicks global sales team has asked for a simpler way to view and manage its opportunity pipeline. The team is often responsible for hundreds of deals at a time across multiple countries and currencies. The sales reps have suggested using the Kanban view. What is a consideration when using the Kanban view?

- A. It can summarize records by Currency fields.
- B. It can display up to 10 fields per card.
- C. It can show roll-up summary fields for Currency fields.

Answer: A

NEW QUESTION # 71

Management at Universal Containers wants to identify duplicate Leads in its org so marketing reps can clean them up later. What should a consultant do to ensure clean leads for the marketing reps?

- A. Create a formula field on Lead for duplicates.
- B. Run a duplicate job with a Matching Rule.
- C. Create a Validation Rule to find duplicates.

Answer: B

Explanation:

To identify duplicate Leads in Salesforce, a duplicate job using a Matching Rule is an effective approach.

Duplicate Jobs leverage pre-defined or custom matching criteria to identify records that may be duplicates, which can then be reviewed and cleaned up by marketing reps.

* Matching Rules and Duplicate Jobs: Matching Rules define how duplicate records are identified based on specific field criteria. A duplicate job uses these rules to scan records and generate a report of potential duplicates.

* Supporting Data Quality: This process is efficient for identifying duplicates on a large scale, which can then be reviewed and merged as necessary by marketing reps.

Option A (formula field) and Option B (validation rule) are not designed for detecting duplicates. For more information, refer to the Salesforce Duplicate Management documentation.

NEW QUESTION # 72

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