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Salesforce Certified Sales Cloud Consultant Sample Questions (Q92-Q97):

NEW QUESTION # 92

Universal Containers is considering a Knowledge-Centered Support (KCS) implementation. Which three benefits can be expected from KCS adoption? Choose 3 answers

- A. Reduced issue resolution time
- B. Increased call routing accuracy
- C. Optimized use of resources
- D. Reduced support channels
- E. Increased call deflection

Answer: A,C,D

NEW QUESTION # 93

Universal Containers is migrating data from a legacy system into Salesforce.

Which two considerations should a consultant take into account when importing Campaign Members?

Choose 2 answers

- A. The Marketing User feature license must be assigned.
- B. The Campaign ID is required in the import file.
- C. The Status of the Campaign Member is optional.
- D. Leads, Contacts, and Business Accounts can be Campaign Members.

Answer: A,B

NEW QUESTION # 94

Universal containers has configured a private sharing model with Opportunity team selling enabled. The company allows its sales representatives to add sales team members to their opportunities when necessary. As a result, each sales representative has opportunities they directly manage and opportunities on which they collaborate with other sales representatives. Which data set filter on a single report would allow the sales representatives to see all opportunities they are involved with?

- A. My collaborative opportunities
- B. My Team's Opportunities - not 100% sure due to incomplete question.
- C. My Team selling shared opportunities
- D. My team selling and my opportunities

Answer: B,D

NEW QUESTION # 95

What actions can a consultant take during the project planning phase to ensure client stakeholder goals are met? Choose 2 answers

- A. Acquire the client stakeholders' key performance indicators.
- B. Create scheduled dashboard to be sent weekly to all stakeholders.
- C. Ensure the project key performance indicators are profitable.
- D. Establish a stakeholder committee and meeting schedule.

Answer: A,D

NEW QUESTION # 96

You have 20,000 leads you want to add to Salesforce. What is the best tool to use?

Answer:

Explanation:
Import Wizard.

NEW QUESTION # 97

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