

Sales-Cloud-Consultant Exam Bootcamp & Sales-Cloud-Consultant Latest Dumps & Sales-Cloud-Consultant Study Materials



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q126-Q131):

NEW QUESTION # 126

Universal Containers is launching a full line of new products and Service Cloud should support the following requirements:

* Agents need to collaborate with other teams.

* The product development team needs to be alerted on high-priority cases for specific products.

Which solution will meet these requirements?

- A. Use escalation rules for notifications and account teams to monitor cases.
- B. Use Process Builder for notifications and account teams to monitor cases.
- C. Use Process Builder for notifications and case teams to monitor cases.
- D. Use escalation rules for notifications and case teams to monitor cases.

Answer: C

NEW QUESTION # 127

Cloud Kicks has a complicated sales process. Sales reps often have difficulty deciding when to move opportunities through various stages.

Which solution should the consultant recommend?

- A. Use automation to send emails to sales reps with Guidance for Success
- B. Advise sales reps to collaborate on Slack to move opportunities along the pipeline.
- C. Configure a dashboard that shows opportunities that have remained in the same stage for 30 days
- D. Activate Path and add up to five key fields and Guidance for Success

Answer: D

Explanation:

This solution should be recommended for Cloud Kicks if they have a complicated sales process and their sales reps often have difficulty deciding when to move opportunities through various stages. Activating Path and adding up to five key fields and Guidance for Success will allow Cloud Kicks to provide their sales reps with a visual representation of the sales process stages and helpful tips and resources for each stage. Path is a feature that helps sales reps move records along predefined steps by displaying key fields and guidance on each step.

Guidance for Success is a customizable section on Path that can include text, links, images, or videos to assist sales reps in completing tasks or achieving goals at each stage.

NEW QUESTION # 128

Cloud Kicks (CK) needs to determine the effectiveness of a recent marketing campaign on new leads' quality.

CK is using Einstein Lead Scoring.

Which solution should the consultant recommend?

- A. Create a custom object to track the Lead Score and relate it to the Lead.
- B. Add the Lead Score component to the Lead Detail page.
- C. Specify a default score of the leads added to the Campaign.
- D. Create a custom score field to capture the marketing Campaign's quality.

Answer: D

NEW QUESTION # 129

The marketing team is using a separate platform for managing prospects and wants to hand off qualified prospects to the sales team.

How should the consultant meet this requirement?

- A. Recommend an integration with the marketing platform to Sales Cloud that generates tasks with lead information.
- B. Create users for the marketing team so they can enter leads directly into Sales Cloud.
- C. Recommend an integration with the marketing platform that creates leads in Sales Cloud.

Answer: C

Explanation:

To meet the requirement of handing off qualified prospects from the marketing platform to the sales team, the consultant should recommend an integration with the marketing platform that creates leads in Sales Cloud.

This integration ensures a seamless transfer of qualified leads from the marketing system to the sales system, enabling the sales team to follow up on these leads efficiently. Integrating the two platforms helps maintain data consistency and streamlines the lead management process.

NEW QUESTION # 130

The VP of sales at Cloud Kicks wants to provide options to sales reps for changing account or contract details for a created order. Which condition should the consultant consider to meet this requirement?

- **A. The order associated with the account is in draft status.**
- B. The currency associated with the order can be different from the contract.
- C. The order must be associated with an active contract.

Answer: A

Explanation:

In Salesforce, orders must be in "Draft" status to allow any changes to account or contract details. Once an order is activated, editing options for associated account or contract information become restricted. If the order is still in draft status, sales reps have the flexibility to update these details as needed.

An active contract or different currency on an order does not inherently restrict the ability to edit account or contract details as long as the order is in draft status. Once the order is activated, however, modifications to account and contract information are limited.

Salesforce Documentation References:

* Manage Orders and Order Statuses

* Order Management Guidelines

NEW QUESTION # 131

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