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Salesforce Certified Sales Cloud Consultant Sample Questions (Q98-Q103):

NEW QUESTION # 98
Universal Containers (UC) has implemented Opportunity Teams. As part of the sales process, tasks are used to track all customer interactions. UC wants any available team member to handle these tasks as soon as possible.
Which Salesforce functionality should the consultant recommend to meet the requirement?

- A. Assignment rule selected by default
- B. Workflows to create a Task for each team member
- C. Task queues for each Opportunity Team
- D. Task "Assigned To" set to Opportunity Team role

Answer: D

NEW QUESTION # 99

Northern Trail Outfitters' Board of Directors thinks that sales user adoption should be calculated by the number of daily logins.
Which two measures of sales user adoption should be considered when implementing Sales Cloud? Choose 2 answers

- A. Overall effectiveness of mass email campaigns
- B. Organizational chart with titles
- C. Completeness of records entered into the new system
- D. Number of reports exported to Excel for analysis
- E. Number of neglected opportunities over time by role

Answer: C,E

NEW QUESTION # 100

Cloud Kicks is running a campaign for the Shoe of the Month club. Sales management wants to use Campaign Influence features with Opportunities to attribute a percentage of success to Influential campaigns.
Which feature will allow for revenue share with standard and custom attribution models?

- A. Create a reporting snapshot for Campaign Influence.
- B. Create a formula field to track Campaign Influence.
- C. Customizable Campaign Influence for reporting.

Answer: C

Explanation:
The Customizable Campaign Influence feature in Salesforce allows users to assign revenue attribution to campaigns that have influenced Opportunities. It supports both standard and custom attribution models, enabling users to define how much influence a campaign had on the Opportunity's success. This feature is ideal for assigning specific percentages of revenue to influential campaigns, which can then be reported and analyzed to understand their impact.
Salesforce's documentation on Campaign Influence details how Customizable Campaign Influence supports complex attribution models and offers flexible reporting capabilities, making it the right choice for revenue sharing in scenarios like Cloud Kicks' campaign.

NEW QUESTION # 101

Universal Containers is creating a new program to allow customers to pay for large orders over the course of
1 to 3 years in monthly instalments beginning in the month the products are sold. The admin needs to configure Sales Cloud to accommodate the new pricing terms and to help the finance department forecast easily.
What should the consultant recommend meeting the requirement?

- A. Use Revenue Schedules to capture instalment payment plan details for each Product.
- B. Set the default quantities to 12, 24, and 36 in a new Price Book for instalment sales.
- C. Create a Process Builder to create an Order for each instalment payment.
- D. Add a custom field to the Quotes object to capture the number of instalments.

Answer: A

Explanation:
Revenue Schedules allow you to recognize revenue from a product over a period of time, rather than at the time of sale. You can create revenue schedules for products that are paid in instalments, and specify the amount and date of each instalment. This can help the finance department forecast the revenue more accurately and easily. Verified References:
* https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.
pdf (page 15)

* https://help.salesforce.com/s/articleView?id=sf.forecasts3_revenue_schedule.htm&type=5

NEW QUESTION # 102

Cloud Kicks has enabled Orders to track and manage customer requests for products. The sates team has requested a process to return or reduce the quantity of activated Orders.

Which two Salesforce features should a consultant recommend to meet this requirement Choose 2 answers

- A. Enable Orders without Price Books.
- B. Enable Negative Quantity for Order Products.
- C. Enable Reduction Orders.
- D. Enable Zero Quantity Orders.

Answer: C

NEW QUESTION # 103

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