

Free PDF Quiz Salesforce - Sales-Cloud-Consultant– Efficient Valid Exam Format



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Salesforce is one of the most popular customer relationship management (CRM) platforms in the world, with over 150,000 businesses using it to manage their sales operations. The Salesforce Sales Cloud is a key component of the platform, designed to help sales teams manage leads, contacts, accounts, opportunities, and more. In order to demonstrate expertise in using the Sales Cloud, Salesforce offers the Sales-Cloud-Consultant Exam, which certifies individuals as a Salesforce Certified Sales Cloud Consultant.

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To prepare for the Salesforce Sales-Cloud-Consultant Exam, candidates can take advantage of various study materials, including online courses, practice exams, and study guides. Once a candidate passes the exam, they become a certified Salesforce Sales Cloud Consultant, which can help them to advance their career and gain recognition for their Salesforce expertise.

Salesforce Sales-Cloud-Consultant Certification Exam is designed for professionals who want to advance their career in the

Salesforce Sales Cloud domain. It is a globally recognized certification that validates the expertise of a candidate in designing and implementing Salesforce Sales Cloud solutions. Salesforce Certified Sales Cloud Consultant certification exam is ideal for sales professionals, sales managers, and consultants who are responsible for managing Salesforce Sales Cloud solutions for their organizations.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q138-Q143):

NEW QUESTION # 138

Which option best identifies with the Chatter Profile Page?

- A. Everyone can see what you post here. Displays posts from everyone you're following.
- **B. Everyone can see what you post here. Only displays posts directed to you.**
- C. Only users with access rights can view or post here.

Answer: B

NEW QUESTION # 139

Universal Containers requires that each of its products is sold with 12 months of product maintenance. This is entered as a separate opportunity product line item on the opportunity. Once an opportunity is closed/won and the order has been shipped to the customer, the service manager manually records the maintenance line item in the assets object and sends an alert 90 days prior to the expiration date. What should a consultant recommend to streamline this process?

- **A. Install an AppExchange app or create a trigger to automatically create an asset record once an opportunity is closed/won.**
- B. Request the sync order to asset feature from Salesforce to create an asset record once an opportunity is closed/won.
- C. Turn on the sync asset feature from the asset settings to create an asset record once an opportunity is closed/won.
- D. Create a trigger on the asset object once an opportunity is closed/won, and add a button to the opportunity layout.

Answer: A

NEW QUESTION # 140

What should you do when migrating Opportunities?

- A. Always load all owners, including those who are not current users
- B. Only load owners who are current users
- C. Load all available data, including owners
- **D. Determine if you need to load owner who are not current users**

Answer: D

NEW QUESTION # 141

The finance department of UC is noticing a decline in profitability, which they attribute to an excessive number of Discounts on opportunities. What can the finance department do to monitor and control opportunity discounting? Choose 2 answers

- **A. Ensure that sales management approves discount requests for each opportunity.**
- B. Limit the number of discounted products that can be added to an opportunity.
- **C. Run a report on opportunities showing list price and discounted price.**
- D. Create a custom roll-up field to calculate the average product discount for each customer.

Answer: A,C

NEW QUESTION # 142

The sales department at Cloud Kicks is growing quickly. New sales executives should prioritize interacting with existing contacts who are decision makers and influencers to further the business relationship.

Which solution should the consultant recommend?

- **A. Use Contact roles on the Opportunity object.**

Answer: A

NEW QUESTION # 143

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