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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q117-Q122):

### NEW QUESTION # 117

Cloud Kicks wants to utilize Opportunities to report and track subscriptions to its Shoe of the Month club. Subscribers can make a single payment or pay weekly, monthly, or quarterly.

Which solution should the consultant recommend to meet the requirement?

- A. Enable schedules on the Product object.
- B. Implement contracts with a lookup to the Opportunity object.
- C. Activate schedules on the Opportunity object.
- D. Configure assets with a lookup to the Opportunity object.

**Answer: A**

**Explanation:**

Schedules on the Product object allow users to track the revenue and quantity of products over time, such as for subscription or installment payments. Schedules can be enabled for any product that has a schedule type of Revenue or Quantity, and they can be customized to match the payment terms of each opportunity.

### NEW QUESTION # 118

Universal Containers continues to see substantial growth year-over-year. Outside sales reps think their territories are too dense to cover adequately. Leadership has decided to modify the existing sales territories and hire additional staff to make the account allocations more manageable. Some states will change from one territory to two or more smaller territories. In these instances, accounts will need to be reassigned to new territories.

Sales operations wants to review the territory account assignments and verify the accuracy before the changes are reflected in Sales Cloud.

How should the consultant show sales operations what the data will look like after the change?

- A. Run the updated assignment rules in the Planning State and view the accounts on the territory detail page.
- B. Develop reports and dashboards that compare the existing and new territories.
- C. Install the Territory Health Assessment app from AppExchange.

**Answer: A**

Explanation:

In Salesforce Territory Management, the Planning State allows users to view and modify territory structures and assignment rules before implementing changes. By running the updated assignment rules in this state, Sales Operations can preview how accounts will be allocated within new territory structures. This Planning State feature is specifically designed to enable users to assess the impact of changes on account assignments, ensuring accuracy before activating the changes.

Utilizing the Planning State is a best practice because it provides a detailed preview of account distributions, helping Sales Operations make informed decisions and validate territory assignments. Once satisfied, the model can then be published to reflect these changes in the active territory model without directly affecting the live data until ready. This approach provides a controlled environment to validate changes and ensures smooth transitions for complex territory adjustments.

### NEW QUESTION # 119

Cloud Kicks manages contacts for lead generation in a marketing application. Following a new Salesforce implementation, inbound leads will be reviewed in the marketing application and then migrated to Salesforce.

Which contacts should the consultant migrate from the marketing application to leads in Salesforce?

- A. All contacts
- B. Qualified contacts
- C. Active contacts
- D. New contacts

**Answer: B**

Explanation:

Qualified contacts are the contacts that should be migrated from the marketing application to leads in Salesforce when following a new Salesforce implementation. A contact is a record that represents an individual who is associated with an account or business. A lead is a record that represents a potential customer who has shown interest in a product or service. A qualified contact is a contact who has met certain criteria or thresholds that indicate their readiness or willingness to buy, such as score, behavior, demographics, etc. By migrating qualified contacts from the marketing application to leads in Salesforce, Cloud Kicks can ensure that only the most promising prospects are handed off to the sales team for further follow up and conversion.

### NEW QUESTION # 120

Cloud Kicks wants to be able to forecast revenue on a quarterly basis. Which date field should the Consultant recommend to ensure accurate forecasting?

- A. The close date on the Opportunity
- B. The created date on the Opportunity
- C. The last modified date on the Opportunity
- D. The converted date on the Lead

**Answer: A**

### NEW QUESTION # 121

The sales team at Cloud Kicks needs to track the number of retail locations for each of its Leads. Once the Lead is converted, the sales team wants to see the number of retail locations related to its customer. The service team also wants to view this information. Which two actions should the Consultant take to meet this requirement? (Choose two.)

- A. Map the custom field from the Lead object to the standard field on the Account object during lead conversion.
- **B. Create a rollup field on the Account to calculate the number of retail locations.**
- **C. Map the custom field from the Lead object to the custom field on the Account object during lead conversion.**
- D. Create custom fields on the Account and Lead objects to store the number of retail locations.
- E. Update the Account with number of retail locations after it has been converted.

**Answer: B,C**

### NEW QUESTION # 122

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