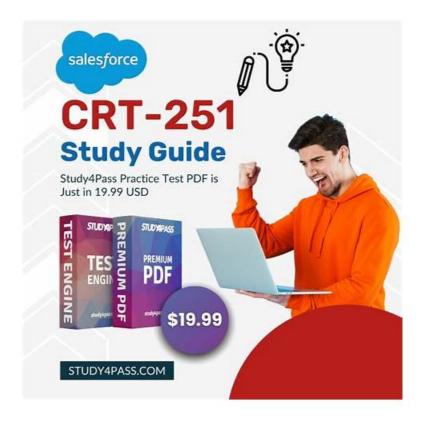
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Salesforce Certified Sales Cloud Consultant Sample Questions (Q99-Q104):

NEW QUESTION #99

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.

What should a consultant recommend to yield better search results?

• A. Add company name next to contacts full name in the search window.

- B. Use quotation marks operator around contact's first and last name.
- C. Add LIKE keyword next to contact's full name in the search window.
- D. Use parentheses operator to limit search to the Contacts object.

Answer: B

NEW QUESTION # 100

The management at Universal Containers noticed the lead conversion ratio has remained the same for the hospitality industry despite an increase in lead creation.

Which reporting tool can help determine the issue?

- A. Report on lead lifetime by industry
- B. Campaign dashboard by industry
- C. Report on leads by source
- D. Industry performance dashboard

Answer: A

NEW QUESTION # 101

Cloud Kicks uses Salesforce in Lightning Experience to manage business Accounts and Person Accounts. The sales director wants to associate Person Accounts to business Accounts and/or Contacts.

Which Salesforce feature should the consultant recommend to meet these requirements?

- A. Use the Contacts to Multiple Accounts feature.
- B. Create a reverse lookup from Contacts to Accounts.
- C. Use a junction object between Accounts and Contacts.
- D. Create a custom lookup from Accounts to Contacts.

Answer: A

NEW QUESTION # 102

Universal Containers is in the planning phase of its Sales Cloud implementation. In a recent discussion, the CEO expressed a desire to measure the return on investment (ROI) of its sales and marketing efforts by location.

Which solution should the consultant recommend?

- A. Track total accounts created by lead source and location.
- B. Track total opportunity pipeline by lead source and location.
- C. Track total cases submitted by lead source and location.

Answer: B

NEW QUESTION # 103

Cloud Kicks uses channel partners for selling and servicing its "Shoe of the Month" club. As the number of Leads has increased, Cloud Kicks has seen a decrease in partner satisfaction regarding the quality of Leads, and a noticeable decrease in the Lead conversion rate. What can be done to increase partner satisfaction with the Leads being shared?

- A. Configure a custom lead score field to assess Lead quality, that assign the Leads that exceed this score to partners
- B. Configure Einstein Insights prior to Leads routing to the partner channel.
- C. Utilize the lead score on the Find Duplicates button, and then assign the Leads with a score in the high category
- D. Utilize the Partner Lead Validator to populate a Lead store and assign to a partner channel queue
- E. Configure a cross-object validation rule to ensure that all fields on the Lead record are populated with data.

Answer: A

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