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Achieving the Salesforce Certified Sales Cloud Consultant certification demonstrates an individual's mastery of the sales cloud platform and their ability to design and implement solutions to meet the needs of their clients. Salesforce Certified Sales Cloud Consultant certification is highly valued by employers and can lead to increased job opportunities and higher salaries. In addition to the personal benefits, becoming certified also benefits organizations by providing them with a team of experts who can maximize the value of their Salesforce investment and drive business growth.

The Salesforce Sales-Cloud-Consultant exam covers a range of topics, including sales process design, lead and opportunity management, forecasting and pipeline analysis, and sales performance measurement. Sales-Cloud-Consultant Exam also tests candidates on their knowledge of Salesforce features such as reports and dashboards, collaboration tools, and mobile app customization.

Salesforce Sales-Cloud-Consultant certification exam is designed for professionals who want to prove their expertise in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is particularly suitable for those who work as sales managers, consultants, or administrators. By passing the Sales-Cloud-Consultant exam, candidates can demonstrate their knowledge of key concepts related to Sales Cloud functionality, implementation, and best practices.

>> **Sales-Cloud-Consultant Customized Lab Simulation** <<

## **Unparalleled Sales-Cloud-Consultant Customized Lab Simulation | Amazing Pass Rate For Sales-Cloud-Consultant Exam | Fantastic Sales-Cloud-Consultant: Salesforce Certified Sales Cloud Consultant**

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## **Salesforce Certified Sales Cloud Consultant Sample Questions (Q106-Q111):**

### NEW QUESTION # 106

Your company sells large mainframes that are delivered in one delivery but are paid for with several regular installments. What type of schedule should you set up?

- A. Default Quantity Schedule
- B. Don't create any default schedule
- **C. Default Revenue Schedule**
- D. Default Revenue and Quantity Schedule

**Answer: C**

### NEW QUESTION # 107

At Universal Containers, in addition to the sales team, support reps are sometimes eligible for commissions. When support reps are involved in a deal, they should receive a credit of 15% of the revenue.

What should the consultant consider when designing a revenue sharing solution?

- **A. Revenue splits allocated on an Opportunity can total any percentage.**
- B. Overlay splits can be assigned to any user with the appropriate profile.
- C. Overlay splits Allocated on art Opportunity can total any percentage.
- D. Revenue splits are required in order to use overlay splits.

**Answer: A**

### NEW QUESTION # 108

The sales teams at UC need to track partner relationships for each customer account. There can be many partners related to each customer account. Additionally, the following partner-to-customer relationship information needs to be tracked: Role of each partner, Support product category of each partner, Next step of each partner. What should a consultant recommend to meet this requirement?

- A. Use partner role functionality.
- B. Create partner custom fields on account.
- **C. Create a custom object for Partner relationships.**
- D. Add partners to each customer account team.

**Answer: C**

### NEW QUESTION # 109

A Sales Cloud implementation at Universal Containers requires a global design that involves multi-currency, multi-language, region-specific sales processes and workflows. Which factor is important for optimizing user adoption? Choose 2 answers

- **A. Customizing the training curriculum for each specific region**
- **B. Communicating the training plan well in advance of training start date**
- C. playing realistic training data in the corporate standard currency
- D. Developing only a standardized, global training curriculum for all users

**Answer: A,B**

### NEW QUESTION # 110

CORRECT TEXT

You are loading leads into Salesforce. What three things should you do prior to loading the data?

**Answer:**

Explanation:

1. Activate historical users

- 2.Suspend workflow rules
- 3.Define theData Loader Mappings

## NEW QUESTION # 111

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