

一流的最新Sales-Cloud-Consultant題庫資訊|第一次嘗試 輕鬆學習並通過考試&頂級的Salesforce Salesforce Certified Sales Cloud Consultant



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Salesforce的Sales-Cloud-Consultant考試認證一直都是IT人士從不缺席的認證，因為它可以關係著他們以後的命運將如何。Salesforce的Sales-Cloud-Consultant考試培訓資料是每個考生必備的考前學習資料，有了這份資料，考生們就可以義無反顧的去考試，這樣考試的壓力也就不那麼大，而NewDumps這個網站裏的培訓資料是考生們最想要的獨一無二的培訓資料，有了NewDumps Salesforce的Sales-Cloud-Consultant考試培訓資料，還有什麼過不了。

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Salesforce Sales-Cloud-Consultant更新，Sales-Cloud-Consultant資料

數千家公司均依託 Salesforce 標準來提供一個可靠的員工業績評估。此外，數十家擁有自己認證專案的公司也非常信賴 Salesforce 認證，以確保員工具備扎實的技能功底。此舉可以為公司節省大量的時間和開銷。要想順利的一次通過 Sales-Cloud-Consultant 認證，選擇一部優秀的題庫非常必要，NewDumps 的專家一直致力於為客戶提供 Salesforce 認證的全真考題及認證學習資料，助您一次通過 Salesforce Sales-Cloud-Consultant 認證考試。

最新的 Salesforce Cloud Consultant Sales-Cloud-Consultant 免費考試真題 (Q17-Q22):

問題 #17

Match this tip with its design consideration. "Users should not do things more than once because it takes time and may create dirty

data"

- A. Tab and field naming
- B. Record types and page layouts
- C. Search
- **D. Minimized redundant data entry**
- E. Workflow rules and approvals
- F. Reduced clicks

答案: D

問題 #18

UC processes its orders through a separate system from Salesforce but would like to integrate the order history data into Salesforce. This would give sales representatives a view of all past orders by account. Which solution should a consultant recommend?

- A. Configure the quote object to hold the order history data.
- B. Create a closed opportunity record type for each order history record.
- **C. Create an order history object with a relationship to accounts.**
- D. Configure the opportunity history object to hold order history data.

答案: C

問題 #19

Cloud Kicks has 300,000 account records and 16 million invoices in a custom object with a master-detail relationship to the Account. End users have stated that each account record takes a long time to display.

What should the consultant do to reduce the amount of time it takes to load pages and increase adoption?

- **A. Move the invoice related list to a separate tab on the record page and communicate the change to users.**
- B. Enable indexing on all visible fields on the Invoice related list and create a training plan for the users.
- C. Convert the Invoice master-detail into a lookup relationship and tell the users it is a required field.

答案: A

解題說明:

With Cloud Kicks having a large number of Account records and a substantial volume of Invoice records linked via a master-detail relationship, page load performance can be affected when a large related list is displayed. Moving the Invoice related list to a separate tab on the Account record page can help alleviate this issue by reducing the initial data load required when viewing the Account record.

* Optimizing Page Layouts for Performance: By placing the related list on a separate tab, Salesforce loads the tab's contents only when accessed, rather than at the initial page load. This can significantly improve page performance, especially with large data volumes.

* User Experience and Adoption: Communicating this change ensures that users understand where to find the Invoice information while benefiting from faster page load times.

Option A (converting to a lookup relationship) could alter the data model and existing functionality, and Option C (indexing) may not address initial page load performance directly. Salesforce recommends using custom page layouts and tabs to manage large related lists as part of performance optimization best practices, detailed in Salesforce Large Data Volume Considerations.

問題 #20

Universal Containers has set the organization-wide default for accounts to private. Bill owns the Acme account and the General Industries account. Acme is the parent account for General Industries. Bill needs to collaborate with Mary on his account, so he manually shares read access to Acme.

What access will Mary have to these accounts?

- A. Read-only on General Industries and read-write on Acme.
- **B. Read-only on Acme and no access on General Industries.**
- C. Read-only on General Industries and read-only on Acme.
- D. Read-write on Acme and no access on General Industries.

答案： B

問題 #21

The consultant at Universal Containers recently enabled forecasts. A sales manager is concerned that all open opportunities appear in the Pipeline forecast category. Opportunities in Perception Analysis and Proposal/Price Quote stages should appear in the Best-Case category. Opportunities in the Negotiation/Review stage should appear in the Commit category. How should the consultant ensure opportunities appear in the correct forecast categories?

- A. Create a field update with Flow to update the forecast category based on the opportunity stage
- **B. Map opportunity stages to the appropriate forecast categories.**
- C. Edit the probability percentage on opportunity stage picklist values.
- D. Update the opportunity stage picklist value labels to match the category to which they should be assigned

答案： B

問題 #22

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