

# Some Best Features of Salesforce Sales-Cloud-Consultant Exam Questions



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While making revisions and modifications to the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) practice exam, our team takes reports from over 90,000 professionals worldwide to make the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) exam questions foolproof. To make you capable of preparing for the Salesforce Sales-Cloud-Consultant exam smoothly, we provide actual Salesforce Sales-Cloud-Consultant exam dumps.

Salesforce Sales-Cloud-Consultant Certification Exam covers a wide range of topics related to Salesforce Sales Cloud, including sales process design, lead management, opportunity management, forecasting, and territory management. Sales-Cloud-Consultant exam also evaluates the candidate's knowledge of Salesforce automation tools, including workflows, approvals, and process builder. Salesforce Certified Sales Cloud Consultant certification exam also tests the candidate's understanding of Salesforce Sales Cloud security features, such as data security, sharing rules, and user permissions.

Salesforce Sales-Cloud-Consultant Exam is an essential certification for sales professionals and consultants who work with the Salesforce Sales Cloud platform. Salesforce Certified Sales Cloud Consultant certification validates an individual's expertise in designing and implementing Salesforce Sales Cloud solutions that meet clients' needs. Passing the Sales-Cloud-Consultant exam requires significant preparation and dedication, but the certification can help individuals advance their careers and stand out in the competitive job market.

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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q27-Q32):

### NEW QUESTION # 27

As part of a Sales Territories implementation, Cloud Kicks wants the user to manually search for a territory in an active territory model and assign it to opportunities.

Which approach should the consultant recommend to meet this requirement?

- **A. Update the profile with the Manage Territory permission.**

- B. Use default Sales Territories to assign any active territory to the opportunity,
- C. Enable sharing access to the Account to assign any active territory to opportunities.

**Answer: A**

Explanation:

To allow users to manually search for a territory in an active territory model and assign it to opportunities, the consultant should recommend updating the user profiles with the Manage Territory permission. This permission enables users to search for and assign territories within an active territory model to opportunities, providing the necessary access and control for managing territory assignments. Ensuring that users have the correct permissions is crucial for successful territory management and assignment.

#### **NEW QUESTION # 28**

Sales representatives and partners of Universal Containers constantly complain about the poor quality of lead data. Leads are owned by the Vice President of Marketing, who has established a task force and a project to remedy the situation. Which approach should the task force consider to improve and maintain the quality of lead data? Choose 2 answers

- A. Create a workflow notification when leads are created with poor Quality data.
- **B. Use Data.com to clean the existing lead data and new data going forward.**
- C. Import the lead data using the Find Duplicates wizard on the lead object.
- **D. Use tools like the Lead Import wizard to identify and remove duplicates.**

**Answer: B,D**

#### **NEW QUESTION # 29**

Sales Manager at Cloud Kicks need to show reports and dashboards with opportunity forecast by Product family with team quotas. Which solution should a Consultant recommend?

- A. Create a joined report with closed Opportunities, forecasting items, and quotas.
- B. Configure quotas with a product report and add necessary fields.
- C. Configure an analytic snapshot to capture the Opportunity forecast and quotas.
- **D. Create a custom report type with forecasting quotas and items.**

**Answer: D**

#### **NEW QUESTION # 30**

Cloud Kicks wants to implement a methodology to determine which current leads have the most in common with leads that have successfully been converted in the past.

How can the consultant meet this requirement?

- A. Create Conversation Insights.
- **B. Use Einstein Lead Scoring.**
- C. Use Lead Conversion Reporting.
- D. Create Cadence Steps.

**Answer: B**

#### **NEW QUESTION # 31**

CORRECT TEXT

What are forecast categories?

**Answer:**

Explanation:

Best

Case includes amounts you are likely to close, closed/won opportunity

amounts, and amounts in the Commit category Closed includes amounts for closed/won opportunities Commit includes amounts you are confident about closing and closed/won opportunity amounts Omitted means the amount does not contribute to your forecast Pipeline includes amounts from all open opportunities

## NEW QUESTION # 32

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