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Salesforce Certified Sales Cloud Consultant Sample Questions (Q63-Q68):

NEW QUESTION # 63

Company A is bought by a larger company and needs to provide information on a monthly basis to the new parent company (B) to help predict sales. What data/report should company A provide for review?

Answer:

Explanation:

Opportunity pipeline report grouped by month.

NEW QUESTION # 64

A consultant needs to migrate data in Sales Cloud and is considering using Data Loader. What are two capabilities of this migration tool? Choose 2 answers.

- A. Prevent importing duplicate records.
- B. Extract organization and configuration data.
- C. Run one-time or scheduled data loads.
- D. Export field history data.

Answer: C,D

NEW QUESTION # 65

Northern Trail Outfitters (NTO) wants the ability to share documents related to an opportunity, such as contracts and proposals, with the field sales team. NTO currently has a private sharing model. How should the documents be shared efficiently and securely?

- A. Uploaded to Salesforce Files from the opportunity record
- B. Uploaded to a library that is shared with the field sales organization
- C. Emailed to the sales team on opportunity record
- D. Uploaded to Salesforce Files and shared with the field sales organization

Answer: B

NEW QUESTION # 66

Universal Containers North American and European sales teams have different business requirements related to creating new opportunities in Salesforce. As a result, each team must complete a set of geographically-specific fields relevant only to their team as well as common fields that both teams complete. Additionally, each team should NOT be able to report on the others region-specific fields. What solution should a consultant recommend to satisfy this scenario?

- A. Utilize Visual force to build an opportunity page that dynamically checks the users region to determine which fields to display.
- B. Implement field-level security to allow access to fields for the respective regional sales teams
- C. Build a custom object with private sharing to capture the additional fields as a separate record.
- D. Create separate page layouts and record types for each of the regional sales teams.

Answer: B

NEW QUESTION # 67

The sales director at Cloud Kicks wants to enable Person Accounts in its org. The sales director asked a consultant to evaluate the solution and present it to the sales team.

What should the consultant consider when evaluating Person Accounts?

- A. Person Account records only count toward Account storage.
- B. Enabling Person Accounts requires a Public Read/Write sharing model
- C. Enabling the Person Accounts feature is Irreversible.
- D. The Person Account object must have at least two record types.

Answer: C

Explanation:

* Enabling the Person Accounts feature is irreversible is something that the consultant should consider

