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Salesforce Certified Sales Cloud Consultant Sample Questions (Q184-Q189):

NEW QUESTION # 184

Northern Trail Outfitters (NTO) finished implementing Sales Cloud for a mid-market sales team. Sales management wants to track data completeness.

Which common metric should the consultant recommend that NTO use to measure core Sales Cloud data?

- A. Record Count
- **B. Field Usage**
- C. User Adoption

Answer: B

Explanation:

To measure core Sales Cloud data completeness, the consultant should recommend using Field Usage as a common metric. Field Usage metrics help track how often key fields are populated in records, providing insights into data completeness and quality. This metric helps sales management ensure that essential information is being captured consistently across records, which is crucial for accurate reporting and analysis.

NEW QUESTION # 185

Cloud Kicks acquired a company. The VP of technology wants to migrate all the sales data into Sales Cloud.

Which data migration sequence should the consultant recommend for the objects?

- A. Opportunities, Products, Product Line Items, Cases, Leads, Campaigns, Accounts, Contacts
- B. Accounts, Opportunities, Contacts, Products, Product Line Items, Cases, Leads, Campaigns
- **C. Accounts, Contacts, Opportunities, Products, Product Line Items, Cases, Leads, Campaigns**

Answer: C

Explanation:

When migrating sales data, following the correct object sequence is crucial for maintaining data integrity and relationships. The recommended order starts with Accounts, then Contacts, as they form the foundational relationship structure in Salesforce. Opportunities and Products follow, with Product Line Items next to ensure that dependencies are met. Cases and Leads are typically imported after these foundational elements, followed by Campaigns to complete the migration. This sequence ensures that all data relationships are preserved, enabling a seamless integration of the acquired company's data into the Sales Cloud environment.

NEW QUESTION # 186

Universal Containers recently implemented Sales Cloud. Stakeholders want insights into how logging interactions with customers impacts the number of won sales deals.

Which report should the consultant create to meet the requirement?

- A. Closed Won Opportunities by Account
- **B. Closed Won Opportunities with Activities**
- C. Closed Won Opportunities by the sales team

Answer: B

Explanation:

To understand the impact of logging interactions on won sales deals, a report that includes "Closed Won Opportunities with Activities" would be most appropriate. This report type allows for insights into how recorded activities (such as calls, emails, and meetings) correlate with opportunities that resulted in closed won deals. By analyzing this data, Universal Containers can identify patterns or trends related to customer interactions and their effect on successful sales outcomes.

For additional details, refer to Salesforce's documentation on Reporting on Activities and Opportunities.

NEW QUESTION # 187

Northern Trails Outfitters (NTO) is ready to start the next phase of its Salesforce implementation. A consultant recommends using Universal Process Notation (UPN) to document the business process maps NTO will use as its guide.

As NTO maps out its processes, which two key principals of UPN should the team keep in mind?

Choose 2 answers

- A. Use symbols of different colors, arrows, and swim lanes for clarity.
- **B. Limit the number of activity boxes on the screen to 8 to 10.**
- **C. Keep version control and change history at the diagram level.**
- D. Attach supporting information at the detail level.

Answer: B,C

NEW QUESTION # 188

Universal Containers wants to capture business sector information on a lead and display the information on the account and contact once the lead has been converted.

How can these requirements be met?

- A. Create a custom field on the Lead and Account objects and configure mapping of these two fields for conversion. Create a custom formula field on the Account object to pull the value from the Contact object.
- B. Create a custom field on the Lead, Account, and Contact objects and configure mapping of these two fields for conversion. Use a trigger to update the Contact field with the Account value.
- **C. Create a custom field on the Lead and Account objects and configure mapping of these two fields for conversion. Create a custom formula field on the Contact object to pull the value from the Account object.**
- D. Create a custom field on the Lead and Account objects. Create a custom formula field on the Contact object to pull the value from the Account object.

Answer: C

NEW QUESTION # 189

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