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Salesforce Certified Sales Cloud Consultant Sample Questions (Q101-Q106):

NEW QUESTION # 101

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

Answer: C

Explanation:

* Enabling the Person Accounts feature is irreversible is something that the consultant should consider when evaluating Person Accounts. Person Accounts are a type of account that represent individual consumers rather than business accounts. Enabling Person Accounts is a permanent action that cannot be undone or deactivated once it is done. Therefore, the consultant should carefully evaluate the pros and cons of using Person Accounts and make sure that Cloud Kicks understands the implications and limitations of this feature before enabling it.

NEW QUESTION # 102

Universal Container wants to measure the user adoption of their successful Sales Cloud implementation. Which key factors should be considered?

- A. Business performance
- B. **walang sagot huhu**
- C. Data quality
- D. Usage

Answer: B

NEW QUESTION # 103

Cloud Kicks (CK) has requested a Statement of Work (SOW) that clearly details who will train users on new features and how the training will be delivered.

Which section of a SOW should the consultant discuss with CK to meet the requirement?

- A. Terms and Conditions
- B. **Background**
- C. Scope

Answer: B

NEW QUESTION # 104

Territory Mgt (why use it?) - choose 3 answers:

- A. **Data access rules for accounts & opportunities**
- B. **Assigning accounts to territories**
- C. Sales commissions
- D. **Alignment of overlay sales teams**
- E. Currency reconciliation

Answer: A,B,D

NEW QUESTION # 105

Universal Containers wants to equip its sales team with mobile capabilities. The sales team needs to quickly look up contacts, accounts, and opportunities and easily log calls. Due to limited coverage in certain geographic areas, the sales team wants access to customer information even without an Internet connection.

Which mobile solution is appropriate for the Universal Containers' sales team?

- A. Custom hybrid App
- B. Salesforce A App
- C. Salesforce Touch App
- D. **Salesforce Mobile App**

Answer: D

NEW QUESTION # 106

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