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>> **Best Sales-Cloud-Consultant Practice** <<

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Answers

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Salesforce Sales-Cloud-Consultant Exam assesses an individual's knowledge of the Sales Cloud platform, including sales processes, sales forecasting, and sales automation. Sales-Cloud-Consultant exam also evaluates an individual's ability to design and implement Salesforce Sales Cloud solutions that meet client requirements. Candidates who pass the exam are recognized as Salesforce Certified Sales Cloud Consultants and are equipped with the skills and knowledge to help organizations streamline their sales processes and drive revenue growth.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q167-Q172):

NEW QUESTION # 167

Cloud Kicks is currently going through a fast-paced growth of its sales department. The Sales Director notices that new sales executives are investing time connecting with existing contacts who are not influential in furthering the business relationship. Which two potential solutions can the Consultant recommend? Choose 2 answers

- A. Track time invested in a custom field for each contact.
- B. Add a Lookup field to Contacts to indicate Influential Contacts.
- C. Add an Influencing Contact multi-select picklist field on the Account.
- D. Implement the Account Contact Role feature.

Answer: C,D

NEW QUESTION # 168

Universal Containers is using Salesforce and has set up a privatesharing model. Sam is a sales executive who reports to John, a sales manager. Sam has ownership of the ABC

Company account record and has created an opportunity for ABC Company. There is a sharing rule that allows the finance team to see all accounts and opportunities. Which statement is about data visibility is true?

- A. John and Sam can see all of the same data
- B. John can see all of Sam's data

Answer: B

NEW QUESTION # 169

What should you do before you enable communities for your organization? Choose 3 answers

- A. Check you have the required licenses
- B. Review your security settings
- C. Choose a domain name
- D. Turn on the global header for users that need it

Answer: A,B,C

NEW QUESTION # 170

UC wants to migrate accounts from the legacy system into Salesforce. Client want the unique Account Ids for the account records in the legacy system to be imported into the Salesforce to allow the quality control comparison to be conducted after the migration is completed and facilitate future integration.

What solution the consultants recommend to meet this requirement?

- A. Create a custom unique number field in Salesforce and migrate the legacy account Id in this field.
- B. Ensure the names of Account Records are migrated correctly so the client can conduct proper quality control testing.
- C. Create a custom object called external Id and migrate the legacy system account Id data this custom objects.

- **D. Create a custom External Id in Salesforce and migrate the legacy system Account Id into this.**

Answer: D

NEW QUESTION # 171

Some of the large accounts at Northern Trail Outfitters have many contacts. Sales reps want to see how these contacts relate to each other and understand the reporting structure.

Which feature should the consultant recommend to meet this requirement?

- A. Contacts to Multiple Accounts
- **B. Contact Hierarchy**
- C. Contact Roles

Answer: B

Explanation:

To help sales reps see how contacts relate to each other and understand the reporting structure within large accounts, the consultant should recommend using the Contact Hierarchy feature. Contact Hierarchy provides a visual representation of the relationships between contacts within an account, showing the reporting structure and connections. This feature is particularly useful for managing complex accounts with multiple contacts and understanding their organizational structure.

NEW QUESTION # 172

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In this rapid rhythm society, the competitions among talents are growing with each passing day, some job might ask more than one's academic knowledge it might also require the professional Salesforce certification and so on. It can't be denied that professional certification is an efficient way for employees to show their personal Salesforce Certified Sales Cloud Consultant abilities. In order to get more chances, more and more people tend to add shining points, for example a certification to their resumes. What you need to do first is to choose a right Sales-Cloud-Consultant Exam Material, which will save your time and money in the preparation of the Sales-Cloud-Consultant exam. Our Sales-Cloud-Consultant latest questions is one of the most wonderful reviewing Salesforce Certified Sales Cloud Consultant study training dumps in our industry, so choose us, and together we will make a brighter future.

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