

# Reliable Sales-Cloud-Consultant Practice Questions & Test Sales-Cloud-Consultant Cram Pdf



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## What is the duration of the Sales-Cloud-Consultant Exam

- Length of Examination: 105 minutes
- Number of Questions: 60
- Format: Multiple choices, multiple answers
- Passing Score: 62%

The Sales-Cloud-Consultant exam consists of 60 multiple-choice questions and must be completed within 105 minutes. The passing score for the exam is 68%, which means candidates must correctly answer at least 41 questions to pass. Sales-Cloud-Consultant exam covers a wide range of topics, including sales processes, forecasting, lead management, opportunity management, account and contact management, sales collaboration, and sales performance management.

Salesforce Sales-Cloud-Consultant Exam is a multiple-choice exam that consists of 60 questions. Sales-Cloud-Consultant exam is timed and the candidate has 105 minutes to complete it. The passing score for the exam is 68%, which means that the candidate must correctly answer at least 41 questions out of the 60 questions. Sales-Cloud-Consultant exam is administered by Salesforce and can be taken at any of the authorized testing centers or online.

>> **Reliable Sales-Cloud-Consultant Practice Questions** <<

## Test Sales-Cloud-Consultant Cram Pdf - Sales-Cloud-Consultant Lab Questions

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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q82-Q87):

NEW QUESTION # 82

Cloud Kicks has an integration between the data warehouse and Salesforce. The VP of operations wants to synchronize customer data between the systems.

What should the consultant recommend to ensure data integrity?

- A. Set up an External ID field on the Account object with Read Only on the field security settings for all profiles except the admin profile.
- B. Set up a Process Builder process on the Account object to check for unique values on a monthly basis.
- C. Set up an import of the data from the data warehouse on a monthly basis using Data Loader
- **D. Set up an encrypted field on the Account object with Read Only on the field security settings for all profiles except the admin profile.**

**Answer: D**

#### **NEW QUESTION # 83**

Which of the following can be synced with Salesforce for Outlook? (Select all that apply)

- **A. Contacts**
- **B. Events**
- **C. Tasks**
- D. Accounts
- E. Emails

**Answer: A,B,C**

#### **NEW QUESTION # 84**

Which of the following statements are true about an end user's forecast? (Select all that apply)

- **A. This aggregate can be dollars of revenue**
- **B. This aggregate can be units of products**
- **C. Rolls up according to the forecast hierarchy**
- **D. This aggregate can be both dollars or revenue and units of products**
- E. Is updated in the system every evening at 5 pm

**Answer: A,B,C,D**

#### **NEW QUESTION # 85**

Access to opportunities at Cloud Kicks should be restricted. Sales users should only have access to two categories of opportunities: opportunities they own, and opportunities that are tied to accounts they own.

What are two actions a consultant can take to meet the requirement? Choose 2 answers

- A. Set Territory Management to grant Read access to opportunities owned by others.
- **B. Set opportunity access on the role to View All opportunities associated with their accounts.**
- C. Set organization-wide defaults for opportunities to Public Read-Only.
- **D. Set organization-wide defaults for opportunities to Private.**

**Answer: B,D**

Explanation:

Setting opportunity access on the role to View All opportunities associated with their accounts allows sales users to view all opportunities that are related to accounts they own or are above them in the role hierarchy. This meets the requirement of giving sales users access to opportunities that are tied to accounts they own. Setting organization-wide defaults for opportunities to Private restricts access to opportunities by default, so that only the owner and users above them in the role hierarchy can view them. This meets the requirement of giving sales users access to opportunities they own.

#### **NEW QUESTION # 86**

Sales methodology means an industry-recognized standard sales process.

- A. False
- B. True

**Answer: A**

## NEW QUESTION # 87

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