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Salesforce Certified Sales Cloud Consultant Sample Questions (Q87-Q92):

NEW QUESTION # 87

Cloud Kicks needs the ability to determine the effectiveness of a recent marketing campaign on new leads. Which solution should the Consultant recommend?

- **A. Enable campaign influence and report on the influence percent and revenue share.**
- B. Specify the date range of the leads added to the campaign.
- C. Create a custom text field to capture the marketing campaign
- D. Create a custom object and a record for the campaign, then relate the newly created record to the lead

Answer: A

NEW QUESTION # 88

Northern Trail Outfitters had issues with its last two Salesforce deployments, both of which caused system downtimes that exceeded planned estimates. The CIO asked a consultant to develop a Risk Register to identify and mitigate these types of issues with future deployments. The CIO asked the consultant to log the two previously known issues as a starting point for the register. In which Risk category do these system downtime issues fall?

- A. Operational Risk
- **B. Technical Risk**
- C. Compliance Risk

Answer: B

Explanation:

System downtimes during deployments are typically categorized under Technical Risk. This is because technical risks encompass issues related to the system's infrastructure, software bugs, and overall technical challenges that can disrupt system performance and availability. In this case, the system downtimes that occurred during the Salesforce deployments were due to technical problems, such as possible software malfunctions or integration issues, that led to unplanned outages. These types of risks are critical to identify and mitigate in future deployments to ensure system stability and availability.

NEW QUESTION # 89

Universal Containers continues to see substantial growth year-over-year. Outside sales reps think their territories are too dense to cover adequately. Leadership has decided to modify the existing sales territories and hire additional staff to make the account allocations more manageable. Some states will change from one territory to two or more smaller territories. In these instances, accounts will need to be reassigned to new territories.

Sales operations wants to review the territory account assignments and verify the accuracy before the changes are reflected in Sales Cloud.

How should the consultant show sales operations what the data will look like after the change?

- A. Use Tableau to geocode account addresses and display on a territory map.
- B. Install the Territory Management Reporting Pack from the AppExchange.
- **C. Run the updated assignment rules in planning State and view the accounts on the territory detail page.**
- D. Use Data Loader to export the accounts and make updates in Google Sheets.

Answer: C

Explanation:

To show sales operations what the data will look like after the territory account assignments are changed, the consultant should run the updated assignment rules in planning State and view the accounts on the territory detail page. Assignment rules are used to assign accounts to territories based on criteria such as account location, industry, or revenue. By running the assignment rules in planning State, the consultant can preview the results of the rules without actually changing the account ownership or visibility. The consultant can then view the accounts on the territory detail page to see which accounts are assigned to which territories.

NEW QUESTION # 90

The Cloud Kicks CEO needs to run reports from the sales team's reports folder. The CEO's assistant needs to control access to the reports. Sales managers need to change the reports when necessary.

How should the consultant meet the requirement?

- A. Enable Manage access for the CEO role and subordinates, and Manage access for the CEO'S assistant profile.

- Answer: B**

Which action should the consultant take to meet the requirements?

- Answer: A**

NEW QUESTION # 92

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