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Salesforce Certified Sales Cloud Consultant Sample Questions (Q102-Q107):

NEW QUESTION # 102

CORRECT TEXT

Universal containers has 1 price book with US dollars & Canadian dollars currency amounts for all products. Salesperson, when

adding products to opportunity, only see CAD. What's wrong?

- a. Sales reps selected wrong price book
- b. Advanced currency management not enabled for CAD
- c. Multi-currency disabled for org
- d. Opportunity currency setup as CAD (not sure about this)

Answer:

Explanation:

D

NEW QUESTION # 103

Universal Containers recently enabled Chatter and has found it extremely helpful in the sales process. Given the success, Universal Containers would like to bring the competitive intelligence team into Salesforce to leverage Chatter to collaborate on opportunities when key competitors are identified. Which step should be considered when setting up the competitive intelligence team? Select two answers.

- A. Add the competitive intelligence team to Chatter groups organized by competitor.
- B. Set up each member of the competitive intelligence team with standard user licenses.
- C. Set up each member of the competitive intelligence team with Chatter Free licenses.
- D. Create a single user for the competitive intelligence team to share.

Answer: A,B

NEW QUESTION # 104

After a project deployment, several bugs were identified by end users and prioritized by the project team. How should a consultant resolve these issues?

- A. Perform user acceptance testing (UAT) in a development sandbox.
- B. Build out the issue resolution release in the staging environment.
- C. Build out the issue resolution release in a development sandbox.

Answer: C

Explanation:

After deploying a project, end users identified several bugs, which have been prioritized by the project team. The consultant needs to resolve these issues efficiently.

* Development Sandbox:

* Purpose: A development sandbox is used for coding and testing new features or fixes in an isolated environment.

* Building Fixes: The consultant should develop the bug fixes in the development sandbox to ensure that changes do not affect the production environment.

* Best Practices:

* Isolated Testing: Developing in a sandbox allows for thorough testing without risking data integrity or system stability in production.

* Version Control: Keeps track of changes and enables rollback if necessary.

* Next Steps After Development:

* Testing: After building the fixes, perform unit testing in the development sandbox.

* Quality Assurance: Move the fixes to a QA or staging sandbox for further testing, including user acceptance testing (UAT).

* Deployment: Once validated, deploy the fixes to the production environment following change management procedures.

Salesforce Sales Cloud References:

* Sandbox Types and Uses: Salesforce Help - Sandbox Overview

* Development Lifecycle: Salesforce Developer Guide - Application Lifecycle Management

* Change Sets and Deployment: Salesforce Help - Deploy Changes Using Change Sets By building the issue resolution release in a development sandbox, the consultant ensures a controlled and efficient process for fixing bugs without impacting the live system.

NEW QUESTION # 105

CORRECT TEXT

Put the following steps in order to set up Google AdWords to work seamlessly with Salesforce.

A .Convert leads into new customers B.Advertise your business on Google C.Capture leads on your website

Answer:

Explanation:

B,
C, A

NEW QUESTION # 106

What should a consultant recommended to show a dashboard with forecast by product family with quotas?

- A. Build a joined report with closed opportunities, forecasting items and quotas
- B. Customize quotas with product report, and add necessary fields
- C. Build a custom report type with forecasting quotas and forecasting items
- **D. Create an analytic snapshot to capture the opportunity forecast**

Answer: D

NEW QUESTION # 107

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