

Salesforce Sales-Cloud-Consultant資訊 - Sales-Cloud-Consultant熱門考題



P.S. VCESoft在Google Drive上分享了免費的、最新的Sales-Cloud-Consultant考試題庫：https://drive.google.com/open?id=15HJ5SJUNUrdqOJrpsAJfD_k79BLnkpD2

如果你還在為了通過Salesforce Sales-Cloud-Consultant認證考試苦苦掙扎地奮鬥，此時此刻VCESoft可以給你排憂解難。VCESoft能為你提供品質好的培訓資料來幫助你考試，讓你成為一名優秀的Salesforce Sales-Cloud-Consultant的認證會員。如果你已經決定通過Salesforce Sales-Cloud-Consultant的認證考試來提升自己，那麼選擇我們的VCESoft是不會有錯的。我們的VCESoft能承諾，一定讓你成功地通過你第一次參加的Salesforce Sales-Cloud-Consultant認證考試，拿到Salesforce Sales-Cloud-Consultant認證證來提升和改變自己。

Salesforce Sales-Cloud-Consultant 認證考試是專為有興趣成為 Salesforce 認證的銷售雲顧問的個人設計的。此認證考試旨在測試候選人在為企業實施 Salesforce 銷售雲解決方案方面的知識和技能。考試涵蓋了廣泛的主題，包括銷售流程管理、銷售預測、帳戶和聯繫人管理、機會管理以及銷售數據分析。

Salesforce銷售雲顧問認證考試包括60道多選題，必須在105分鐘內完成。考試在線進行，可以從任何地方參加，只要有可靠的互聯網連接。Salesforce建議候選人通過查閱Salesforce銷售雲顧問學習指南、參加Salesforce培訓課程以及獲得與Salesforce銷售雲的實踐經驗來準備考試。

>> Salesforce Sales-Cloud-Consultant資訊 <<

完美的Sales-Cloud-Consultant資訊和資格考試中的領先供應者和夢幻般的Salesforce Certified Sales Cloud Consultant

我們VCESoft網站在全球範圍內赫赫有名，因為它提供給IT行業的培訓資料適用性特別強，這是我們VCESoft的IT專家經過很長一段時間努力研究出來的成果。他們是利用自己的知識和經驗以及摸索日新月異的IT行業發展狀況而成就的VCESoft Salesforce的Sales-Cloud-Consultant考試認證培訓資料，通過眾多考生利用後反映效果特別好，並通過了測試獲得了認證，如果你是IT備考中的一員，你應當當仁不讓的選擇VCESoft Salesforce的Sales-Cloud-Consultant考試認證培訓資料，效果當然獨特，不用不知道，用了之後才知道好。

最新的 Salesforce Cloud Consultant Sales-Cloud-Consultant 免費考試真題 (Q36-Q41):

問題 #36

A client's Support Call Center has seen an increase in call volume on a new product line. The agents are having problems resolving issues and have been escalating to Tier 2 for support. Which action should be taken to reduce the call volumes and escalations?

- A. Configure Omni-channel to assign cases directly to Tier 2.
- **B. Create Knowledge Articles and publish internally and publicly.**
- C. Configure IVR routing to bypass Tier 1 for the product line.
- D. Create a dashboard to track and manage call volumes by type.

答案： B

問題 #37

Match this tip with its design consideration. "Use the client's language"

- A. Search
- B. Record types and page layouts
- C. Workflow rules and approvals
- D. Reduced clicks
- E. Minimized redundant data entry
- F. Tab and field naming

答案： F

問題 #38

Universal Containers wants to manage their sales territories in Salesforce. What questions should be asked to determine if territory management is an appropriate solution? Choose 3 answers:

Are commissions calculated by the number of territory to which a representative belongs?

- A. Does account sharing depend more on account traits than on ownership?
- B. Are your lead assignments based on sales territories?
- C. Is your sales organization set up as a matrix or a tree'?
- D. Are there specific rules for account and opportunity access?

答案： B,C,D

問題 #39

UC requires that account plans be created for all accounts. The account plans have been set up as a custom object with a lookup relationship. The sharing model is private for account plans. UC would like to assign the same access to the account plan record as to the associated account. What solution should a consultant recommend for these scenarios?

- A. Modify the account plans object to be in a master-detail relationship with accounts.
- B. Create sales team users with read access to the account plans object.
- C. Apply manual sharing to the account owner after each account plans record is created.
- D. Create a trigger on account plans that adds a manual share automatically to the account owner.

答案： A

問題 #40

Cloud Kicks is in the process of implementing Sales Cloud for its sales teams. Senior management has concerns about adoption. What should a consultant recommend to encourage adoption?

- A. Re-define the sales process.
- B. Run training in a sandbox environment.
- C. Establish goals and key metrics.

答案： C

解題說明：

When implementing Sales Cloud, ensuring adoption is crucial for maximizing its effectiveness and the return on investment.

Establishing clear goals and key metrics is one of the most effective strategies to encourage user adoption.

Goals and key metrics provide measurable outcomes that can motivate the sales team by showing them how their activities align with organizational objectives. They also help track adoption progress, enabling management to make data-driven adjustments and identify areas needing further support. Salesforce recommends setting specific adoption goals and key performance indicators (KPIs) to measure success. This aligns with best practices for encouraging user adoption and ensures that the sales team understands how their efforts contribute to achieving broader company goals.

