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Salesforce Certified Sales Cloud Consultant Sample Questions (Q179-Q184):

NEW QUESTION # 179

Cloud Kicks (CK) frequently works with contractors for marketing focus groups. These contractors change companies often, and CK wants to retain its company history through Accounts.

What should the consultant recommend?

- A. Use a custom object to represent the previous companies.
- B. Implement the Contacts to Multiple Accounts feature.
- C. Implement Person Accounts to represent the relationship.

Answer: C

Explanation:

The Contacts to Multiple Accounts feature in Salesforce allows a single contact to be associated with multiple accounts, which is useful for situations where individuals change companies or have multiple affiliations. For Cloud Kicks, this feature enables tracking of contractors' historical company associations while maintaining a single contact record for each individual. This method retains a complete history of each contractor's company associations over time, aligning with CK's need to retain company history.

For more on Contacts to Multiple Accounts, refer to: [Contacts to Multiple Accounts Overview](#).

Cloud Kicks (CK) frequently works with contractors who change companies often. CK wants to retain the company history of these contractors through Accounts. To meet this requirement, the consultant should recommend implementing the Contacts to Multiple Accounts feature.

Key Points:

* Contacts to Multiple Accounts Feature:

* Overview: This feature allows a single contact to be associated with multiple accounts in Salesforce.

* Primary Account: Each contact has a primary account, which is the account reflected in the Account Name field on the contact's detail page.

* Related Accounts: Additional accounts can be associated with the contact via the Related Accounts list, maintaining a history of previous employers or associations.

* Benefits:

* Historical Tracking: CK can track the history of contractors as they move between different companies, retaining valuable relationship data.

* Data Integrity: Eliminates the need for duplicate contact records, ensuring data remains clean and consistent.

* Enhanced Relationships: Provides a complete view of a contact's affiliations, aiding in marketing and communication efforts.

Why Other Options Are Less Suitable:

* Option A: Using a custom object to represent previous companies is unnecessary and complicates the data model when standard functionality exists.

* Option C: Implementing Person Accounts is intended for organizations that deal with individuals rather than businesses. It merges account and contact fields for B2C scenarios, which doesn't align with CK's need to track contractors associated with multiple companies.

Salesforce Sales Cloud References:

* [Relate a Single Contact to Multiple Accounts: Salesforce Help - Contacts to Multiple Accounts](#)

* [Setting Up Contacts to Multiple Accounts: Salesforce Setup Guide](#)

By implementing the Contacts to Multiple Accounts feature, Cloud Kicks can effectively manage contractors who frequently change companies while preserving their company history through Accounts.

NEW QUESTION # 180

A sales rep owns an opportunity and can view the associated account, but is unable to view contacts on that account.

What should the consultant recommend to allow Account owners to selectively share an Account's Contacts with Opportunity owners?

- A. Add Opportunity owners to the Account Team and configure Contact sharing.
- B. Add Opportunity owners to the Opportunity Team and configure Contact sharing.
- C. Transfer Contact ownership from themselves to the Opportunity owner.

Answer: A

Explanation:

To allow account owners to selectively share contacts with opportunity owners, adding Opportunity owners to the Account Team and configuring Contact sharing is the recommended approach. Here's why:

* Account Team Access and Sharing: By adding the opportunity owner to the Account Team, the account owner can control access and selectively share related records, such as Contacts. Configuring Contact sharing settings allows the account owner to determine which contacts should be visible to opportunity owners.

* Granular Sharing Controls: Using Account Teams with Contact sharing settings provides the necessary flexibility to control access at a more detailed level, ensuring that opportunity owners can see relevant contacts as needed.

* Salesforce Best Practices: Salesforce recommends using Account Teams to manage record-level access for related records, providing targeted access to essential information.

In summary, adding Opportunity owners to the Account Team and configuring Contact sharing (Option B) is the best solution to allow selective sharing of contacts associated with accounts.

NEW QUESTION # 181

The sales director at Cloud Kicks wants to prevent users from viewing each other's Opportunities but wants them to check to see that the Account already exists prior to creating a new Account.

Which organization-wide default should the consultant recommend?

- A. Set Account to Public Read Only and set Opportunity to Private.
- B. Set Account to Public Read Only and use & criteria-based sharing rule on Opportunity.
- C. Set Account and Opportunity to Public Read Only.

Answer: A

NEW QUESTION # 182

Predefined groups of sales reps work collaboratively on Accounts in the Cloud Kicks (CK) sales model. Each group is also responsible for specific accounts. CK has organization-wide default access set to Public Read

/Write for Accounts. CK discovered this caused issues with data quality where reps edited accounts outside their scope of responsibility. CK wants to allow reps to view any account, but restrict editing to only reps who are responsible for those specific accounts.

Which step should a consultant recommend to allow reps to continue to collaborate while eliminating incorrect edits?

- A. Change Account organization-wide defaults to Private.
- B. Change Account organization-wide defaults to Public/Read-Only.
- C. Create an Account sharing rule to grant Read/Write access to all accounts.

Answer: C

Explanation:

To restrict edits to only those responsible for specific Accounts while still allowing visibility to all, changing the organization-wide defaults to Public Read-Only is recommended. This setting enables all users to view Accounts but restricts editing capabilities. Subsequently, CK can grant additional Read/Write access to specific groups or users through Account Teams or sharing rules based on responsibility.

Salesforce best practices suggest adjusting organization-wide defaults to align with the least privilege principle, which enhances data integrity by limiting access to only what is necessary.

NEW QUESTION # 183

Sometimes, Universal Containers sales reps need to create contacts without accounts based on business processes.

What should the consultant take into consideration?

- A. Contacts are private and shared through sharing rules.
- B. Contacts are private and only the owner and admin can view them.
- C. Contacts are private and shared through the role hierarchy.

Answer: B

Explanation:

In Salesforce, when contacts are created without being associated with an account, they are referred to as "Private Contacts." Private Contacts are visible only to the record owner and system administrators, and they do not inherit sharing settings from accounts because they aren't linked to any. Since these contacts are not associated with accounts, they remain isolated from standard sharing rules or role hierarchies, emphasizing that only the owner and admin can view them.

For further details, see: Salesforce Private Contacts.

NEW QUESTION # 184

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