

Sales-Con-201완벽한 시험덤프공부퍼펙트한덤프구매후 60일내주문은불합격시환불가능



그리고 Itexamdump Sales-Con-201 시험 문제집의 전체 버전을 클라우드 저장소에서 다운로드할 수 있습니다:
https://drive.google.com/open?id=15puhzaK_UzKh4vA7_XUjFds_aXwt15m

IT국제공인자격증Salesforce Sales-Con-201시험대비덤프를 제공하는 전문적인 사이트로서 회원님의 개인정보를 철저하게 보호해드리고페이팔을 통한 결제라 안전한 결제를 진행할수 있습니다. Salesforce Sales-Con-201 덤프외에 다른 인증시험덤프에 관심이 있으신 분은 온라인 서비스를 클릭하여 문의해주세요.

Itexamdump에서는 Salesforce인증 Sales-Con-201시험을 도전해보시려는 분들을 위해 퍼펙트한 Salesforce인증 Sales-Con-201덤프를 가벼운 가격으로 제공해드립니다.덤프는Salesforce인증 Sales-Con-201시험의 기출문제와 예상문제로 제작된것으로서 시험문제를 거의 100%커버하고 있습니다. Itexamdump제품을 한번 믿어주시면 기적을 가져다드릴것입니다.

>> Sales-Con-201완벽한 시험덤프공부 <<

Sales-Con-201자격증문제 & Sales-Con-201시험대비 최신 덤프

IT인증자격증만 소지한다면 일상생활에서 많은 도움이 될것입니다. 하지만 문제는 어떻게 간단하게 시험을 패스할것인가 입니다. Itexamdump는 IT전문가들이 제공한 시험관련 최신 연구자료들을 제공해드립니다.Itexamdump를 선택함으로써 여러분은 성공도 선택한것이라고 볼수 있습니다. Itexamdump의Salesforce 인증Sales-Con-201시험대비

덤프로 Salesforce 인증 Sales-Con-201 시험을 패스하세요.

최신 Salesforce Cloud Consultant Sales-Con-201 무료 샘플문제 (Q120-Q125):

질문 # 120

Northern Trail Outfitters has created a Complaints custom object related to Accounts. The organization-wide default has been set to Private. Only users within the Complaints Specialist public group should be able to view and edit any Complaint record.

Which option should a consultant recommend to meet the requirements?

- A. Set the Complaints object's default visibility to allow only the users In the Complaints Specialist public group to access the records.
- B. Create a criteria-based sharing rule that grants Read/Write access to the Complaints Specialist public group.
- C. Use Apex managed sharing to grant record access to users In the Complaints Specialist public group.

정답: A

설명:

To ensure that only the Complaints Specialist public group can view and edit Complaint records in a Private sharing model, creating a criteria-based sharing rule is appropriate. This rule can be configured to grant Read /Write access to users in the Complaints Specialist group for all records in the Complaints object. This approach meets the requirement of limiting access while providing the necessary permissions to the designated group.

For more on sharing rules, refer to: Salesforce Sharing Rules Overview.

Northern Trail Outfitters has a Complaints custom object related to Accounts with an organization-wide default (OWD) of Private. Only users in the Complaints Specialist public group should view and edit all Complaint records.

Solution:

* Criteria-Based Sharing Rule:

* Purpose: Sharing rules open up record access beyond the OWD settings.

* Implementation Steps:

* Navigate to Setup > Sharing Settings.

* Select the Complaints object and create a new Criteria-Based Sharing Rule.

* Set the criteria to include all Complaint records (e.g., CreatedDate != null).

* Share with the Complaints Specialist public group.

* Set access level to Read/Write.

* Advantages:

* Scalability: Automatically includes all current and future Complaint records without manual intervention.

* Security Compliance: Ensures only authorized users have access, adhering to the principle of least privilege.

Why Other Options Are Less Suitable:

* Option A: Apex managed sharing is more complex and requires custom development. Standard sharing rules suffice for this requirement.

* Option C: It's not possible to set default visibility to only specific users via OWD settings; OWD applies universally and cannot target a public group.

Salesforce Sales Cloud References:

* Sharing Rules Overview: Salesforce Help - Sharing Rules

* Creating Criteria-Based Sharing Rules: Salesforce Help - Create Sharing Rules

* Public Groups: Salesforce Help - Create a Public Group

By creating a criteria-based sharing rule, Northern Trail Outfitters ensures that only the Complaints Specialist public group has the necessary access to all Complaint records.

질문 # 121

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 Person Accounts to represent the relationship.
- C. Implement the Contacts to Multiple Accounts feature.

정답: B

설명:

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.

질문 # 122

Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to determine which territory has closed the most deals in a month. The territory hierarchy has three branches with child territories, where forecast managers may be assigned to a few of them.

Which action can forecast managers perform?

- **A. Share the forecast with any Sales Cloud user.**
- B. Add territory forecast to the hierarchy.
- C. Add a Forecasts tab to the Sales app.

정답: A

설명:

When using Collaborative Forecasts with Territory Management in Salesforce, forecast managers play a crucial role:

- * Forecast Managers: Assigned to territories, they are responsible for managing and submitting forecasts for their territories. They can view, adjust, and share forecasts within their organization.

질문 # 123

Cloud Kicks (CK) has implemented different sales stages across its varied product lines. CK wants to deploy Collaborative Forecasts to all sales users.

What should a consultant consider when rolling out forecast?

- A. Opportunity Splits must be enabled at the same time.
- B. Multiple Forecast Types must be created and activated.
- **C. Single Category or Cumulative Forecast Rollup should be defined.**

정답: C

설명:

When deploying Collaborative Forecasts with varied sales stages across product lines, creating and activating multiple Forecast Types is essential. Here's why:

* Multiple Forecast Types for Different Product Lines: With different sales stages across product lines, each product line may require a unique forecast type to reflect its distinct stages. Salesforce allows the creation of multiple forecast types, which can be configured to cater to specific sales processes.

* Accurate Forecasting: By setting up multiple forecast types, Cloud Kicks can ensure that forecasts align with the unique sales processes for each product line, enabling accurate and actionable forecasting.

* Salesforce Best Practices: Salesforce recommends defining multiple forecast types when organizations have varied sales stages, as this allows for customized forecast management that aligns with business requirements.

* References: Salesforce's documentation on Collaborative Forecasts outlines the process of configuring multiple forecast types and how to manage them.

In summary, creating and activating multiple Forecast Types (Option B) is necessary to accurately roll out forecasts across varied product lines at Cloud Kicks.

질문 # 124

A sales rep at Cloud Kicks must have access to all child accounts of the accounts they own. The organization- wide default setting for Account is Private.

What happens if a sales rep has access to a parent account?

- A. Access to child account records is granted via the Account Hierarchy.
- B. Access to child account records is controlled by default Account Teams.
- C. Access to child account records needs to be shared manually,

정답: A

설명:

In Salesforce, if the organization-wide default for Accounts is set to Private, access to child accounts is not automatically granted based on parent account ownership. As a result, manual sharing rules or sharing through Account Teams or role hierarchies must be used to extend access to child accounts. The Account Hierarchy itself does not provide automatic access to child records. Account Teams can provide access but only if configured to include child accounts. Since the OWD is Private, manual sharing is the primary method to ensure appropriate access.

Salesforce Documentation References:

* Account Hierarchy and Sharing

* Manual Account Sharing

질문 # 125

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Sales-Con-201자격증문제 : <https://www.itexamdump.com/Sales-Con-201.html>

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