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Salesforce ADM 201 exam 2024 with 100% correct answers

A Workflow rule can only be triggered when a record is created. - correct answer True

Which of the following permissions enables the System Administrator Profile to edit any record, regardless of the Sharing Model? - correct answer Modify All Data

When you have exceeded your general storage limit, you can use your complimentary document storage for additional space. - correct answer True

What type of information can NOT be shown with an S-Control Dashboard component? - correct answer External feed of data

A new list view can be created from within the console - correct answer False

Time based workflow can be triggered every time a record is created Or edited - correct answer True

If a lead is converted without a value in the company field, what happens? - correct answer A Person Account is created

When you Delete a lead from a campaign, it deletes the lead record itself. - correct answer False

What does the dashboard snapshot on the Home Page display? - correct answer The first row of any available dashboards

You can use standard reports when creating Dashboards - correct answer False

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q91-Q96):

NEW QUESTION # 91

Universal Containers (UC) sales reps want to be assigned quality leads.

Which action should the consultant recommend to improve UC's process to produce higher quality leads?

- A. Identify business metrics and factors, then use picklists and formula fields to ensure data consistency.
- B. Create 4 custom field on the Lead object to generate a lead score to determine lead quality.
- C. Analyze historical data on closed leads and conversions to improve the quality of leads.

Answer: C

Explanation:

To improve lead quality, analyzing historical data on closed leads and conversions provides insights into the characteristics of successful leads. By identifying patterns in leads that converted successfully, Universal Containers can refine their lead scoring criteria and ensure that high-quality leads are prioritized.

* Data-Driven Lead Qualification: Analyzing historical data allows the organization to determine which attributes are associated with high conversion rates, leading to better targeting and qualification processes.

* Continuous Improvement: This approach enables iterative refinement of lead qualification criteria, helping to maintain a focus on leads with a higher probability of conversion.

Option A (using picklists and formula fields) ensures data consistency but does not directly improve lead quality. Option B (creating custom fields for lead scoring) is useful but should be informed by historical data analysis. For more guidance on lead quality improvements, refer to Salesforce's Lead Management Best Practices.

NEW QUESTION # 92

Cloud Kicks has just deployed all of its configurations. The admin wants to build a new process using objects that were deployed.

Which best practice should a consultant recommend to the admin?

- A. Build in a test release environment and test changes in a Partial Copy sandbox.
- B. Build in a Developer sandbox and test changes in a test release environment.
- C. Build in a Partial Copy sandbox and test changes in the staging environment.

Answer: C

Explanation:

For building new processes and testing configurations after deployment, it's recommended to use a Partial Copy sandbox for development and testing in a staging environment. This approach allows for testing with a representative subset of production data, helping to ensure changes are validated under conditions similar to the live environment.

* Development and Testing Strategy: Building in a Partial Copy sandbox allows for more accurate testing than a Developer sandbox, as it includes metadata and a sample of data from production.

* Promoting Changes through Staging: Testing in a staging environment simulates the final production environment closely, helping to identify potential issues before going live.

Option B (test release in Partial Copy) reverses best practices, and Option C (Developer sandbox) may not include sufficient data for comprehensive testing. Salesforce recommends Partial Copy sandboxes for intermediate testing stages, as outlined in Salesforce Sandbox Guide.

NEW QUESTION # 93

Cloud Kicks is restructuring its sales teams to align with its product lines. Each sales rep will focus only on the accounts they've been assigned.

Sales reps will run specific product upsell processes.

Which action should the consultant take to support a successful sales team transition?

- A. Meet with executive sales leadership to understand the requirements for record sharing.
- B. Meet with sales reps to review products they are assigned and implement Opportunity Teams.
- C. Meet with territory sales leadership to design territory assignment rules.

Answer: C

Explanation:

To support the transition to product-line-based sales teams, the consultant should meet with territory sales leadership to design territory assignment rules. Here's why:

* **Territory Management:** Salesforce's Territory Management functionality allows organizations to define rules that assign accounts to specific sales reps based on criteria like product lines. By meeting with leadership, the consultant can ensure that territory assignments align with CK's restructuring goals.

* **Alignment with Sales Strategy:** Territory assignment rules can be customized to focus sales reps on the specific accounts they are responsible for, ensuring the reps only see and work on the accounts within their designated territory.

* **Salesforce Best Practices:** Engaging with territory leadership ensures that territory assignment rules align with business strategies, helping facilitate a smooth transition and effective realignment of sales teams.

* **References:** More details can be found in Salesforce documentation on Enterprise Territory Management, which explains how to create and manage territory assignments effectively.

In summary, meeting with territory sales leadership to design territory assignment rules (Option A) will enable a successful sales team transition by aligning with Cloud Kicks' new sales structure.

NEW QUESTION # 94

The sales director of retail products at Cloud Kicks wants to allow sales reps to clone orders to avoid repetitive tasks. Which guideline should a consultant consider when cloning an order with products?

- A. A cloned order must have a later end date from the associated contract.
- B. A cloned order must be associated with the same contract as the original order.
- **C. A cloned order's start date must fall between the associated contract's start and end dates.**

Answer: C

Explanation:

When cloning an order with products, Salesforce enforces guidelines to ensure the cloned order's dates are valid relative to the contract it is associated with. Specifically, the cloned order's start date must be within the contract's start and end dates. This ensures that the cloned order remains aligned with the terms of the contract and is valid for fulfillment under the existing contract constraints. This rule maintains consistency and accuracy in order and contract management.

For more on order and contract management, review Salesforce's Order Guidelines.

NEW QUESTION # 95

Universal Containers (UC) hired a consulting company to implement Sales Cloud. This will be the third CRM application UC has used in the past years. Employees have failed to adopt the previous two applications. Which step should be part of UC's plan to help drive adoption of Sales Cloud?

- **A. Identify change management champions.**
- B. Implement User Acceptance Testing (UAT).
- C. Revoke user access to legacy systems.

Answer: A

Explanation:

To drive adoption effectively, identifying change management champions is essential. Here's why:

* **Role of Champions in Adoption:** Change management champions are influential users who advocate for Salesforce within the organization. They help other employees adapt to the new system and can address resistance by sharing their positive experiences.

* **Previous Adoption Challenges:** Since UC has faced adoption issues with previous CRM implementations, champions can help by providing peer support, which has been proven to increase user buy-in and adoption rates.

* **Salesforce Best Practices:** Salesforce emphasizes the importance of change champions in its adoption and change management practices. Champions facilitate smoother transitions by offering training and support that resonates with end-users.

* **References:** Salesforce resources on Change Management highlight the role of champions in driving successful user adoption and overcoming resistance to new systems.

In summary, identifying change management champions (Option A) is a key step in promoting successful adoption of Sales Cloud at Universal Containers.

NEW QUESTION # 96

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