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### Salesforce Certified Sales Cloud Consultant Sample Questions (Q35-Q40):

#### NEW QUESTION # 35

Match the following loading option to the description of when to use it. "Import Wizard"

- A. Berta wants to keep a separate system as her "system of record"
- B. Bob wants to load a single account record.
- C. Bill wants to load 20,000 lead records.
- D. Brian wants to consolidate all his accounts from several systems.
- E. Becky wants to load all her 65,000 contact records.

**Answer: C**

#### NEW QUESTION # 36

Cloud Kicks wants to allow a single view of Contacts that belong to the same Account Hierarchy chain. How should the Consultant meet this requirement?

- A. Enable the View All Child Contacts feature.
- B. Navigate to the default Contact Hierarchy Lightning Component on the parent Account.
- C. Navigate to the Account Hierarchy page to view all related Contacts.
- D. Create a report to display all related Contacts.

**Answer: D**

#### NEW QUESTION # 37

Universal Containers determines that opportunities are taking longer to close than in the past. Which action should sales management take to determine the reason behind the additional time to close? Select two answers.

- A. Examine user login rates and the activity on open opportunity records.
- B. Evaluate whether lead conversion rates have decreased over time.
- C. Build a dashboard to display opportunity stage duration.
- D. Review the budget allocated to marketing campaigns.

**Answer: A,C**

#### NEW QUESTION # 38

Sales managers at Cloud Kicks need to visualize all open opportunities based on the location of the related Account. Which solution should a consultant recommend?

- A. Create a dashboard that uses a report grouping opportunities by Account.
- B. Using Tableau CRM, import a data lens with the State and City for all opportunities.
- C. Enable Location Services and add the Account Address field to the Opportunity page layout.
- D. Using Salesforce Maps, configure a Data Layer showing open opportunities.

**Answer: D**

### NEW QUESTION # 39

Universal Containers is expanding sales internationally and has created new price books to handle the various currencies for the five new countries. When a sales representative selects one of the new price books to add a product to an opportunity, there are no products available. What should be evaluated when troubleshooting this issue?

- A. Confirm that the products and currencies are associated with the pricebook
- B. Confirm that products are shared with the sales rep's role
- C. Confirm that product line items on opportunities are enabled
- D. Confirm that the old pricebook is disabled for the sales rep

**Answer: A**

### NEW QUESTION # 40

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