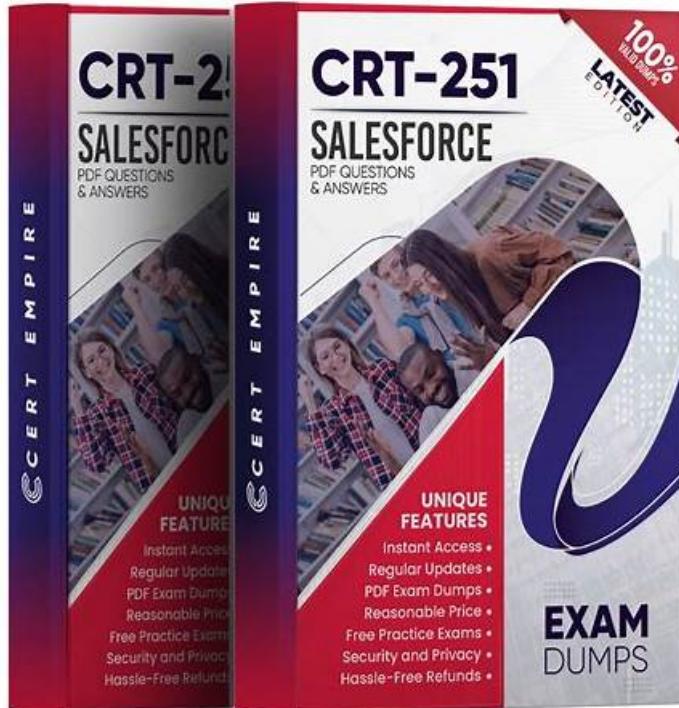


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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q146-Q151):

### NEW QUESTION # 146

Universal Containers wants to improve the accuracy of its current sales forecast. It also wants to improve the relevance of its sales stages and the role they play in the sales process.

How should the relationship between the various elements of the sales process be defined to meet these requirements?

- A. Map opportunity stages to forecast categories; assign accurate probability to each stage.

- B. Map forecast probability to opportunity probability; assign appropriate sales stage.
- C. Map appropriate sales stage to opportunity stage; assign accurate forecast probability.
- D. Map sales probability values to forecast categories; assign sales stages accurate percentages.

**Answer: A**

Explanation:

Explanation/Reference:

**NEW QUESTION # 147**

Universal Containers has enables Advanced Currency Management.

How is the converted amount data reported on a report that spans time periods when the exchange rate was different?

- A. Converted amounts are based on the exchange rates entered in the opportunity.
- B. Converted amounts are based on the historical exchange rate associated with the close date.
- C. Converted amounts are based on exchange rates that use the oldest entry.
- D. Converted amounts are based on exchange rates that use the current entry.

**Answer: B**

**NEW QUESTION # 148**

Northern Trail Outfitters (NTO) customer orders four lanterns. The order is activated in Salesforce, and the products are successfully shipped to the customer. One week later, the customer returns one lantern. How should NTO record the return in Salesforce?

- A. Create a custom field on the Order Product object
- B. Create a reduction Order under the activated Order
- C. Create a new Order Product with quantity set to -1
- D. Change the quantity value on the Order Product to 3

**Answer: B**

**NEW QUESTION # 149**

Cloud Kicks is expanding its operations to Europe. The company wants to enable Advanced Currency Management to support both EUR and USD currencies, and show the total values of open opportunities on account records.

How should the consultant implement a solution to meet the requirement?

- A. Use a Roll-up Summary field from the Opportunity to the Account.
- B. Install a third-party app from the AppExchange.
- C. Create a cross-object formula field on the Account.
- D. Use a custom summary formula field on the Opportunity.

**Answer: A**

Explanation:

Using a Roll-up Summary field from the Opportunity to the Account is the best way to meet the requirement of showing the total values of open opportunities on account records when enabling Advanced Currency Management. A Roll-up Summary field is a field that calculates values from related records, such as count, sum, min, max, etc. Advanced Currency Management is a feature that allows users to enable dated exchange rates and track historical exchange rates in Salesforce. By using a Roll-up Summary field from the Opportunity to the Account, Cloud Kicks can display the sum of the open opportunity amounts on each account record, and use the dated exchange rates to convert the currency amounts based on the close date of the opportunities.

**NEW QUESTION # 150**

Universal Containers wants to capture business sector information on a lead and display the information on the account and contact once the lead has been converted. How can these requirements be met?

- A. Create a custom field on the Lead and Account objects and configure mapping of these two fields for conversion. Create a custom formula field on the Account object to pull value from the Contact object.
- B. Create a custom field on the Lead and Account objects. Create a custom formula field on the Contact object to pull the value from the Account object.
- C. Create a custom field on the Lead, Account, and Contact objects and configure mapping of these two fields for conversion. Use a trigger to update the Contact field with the Account value.
- D. Create a custom field on the Lead and Account objects and configure mapping of these two fields for conversion. Create a custom formula field on the Contact object to pull value from the Account object.

**Answer: D**

## NEW QUESTION # 151

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