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Salesforce Certified Sales Cloud Consultant Sample Questions (Q122-Q127):

NEW QUESTION # 122

Universal Containers is using Salesforce and has set up a private sharing model. Sam is a sales executive who reports to John, a sales manager. Sam has ownership of the ABC Company account record and has created an opportunity for ABC Company. There is a sharing rule that allows the finance team to see all accounts and opportunities. Which statement is about data visibility is true?

- A. John and Sam can see all of the same data
- B. John can see all of Sam's data

Answer: B

NEW QUESTION # 123

The marketing Manager at Northern Trail Outfitters (NTO) wants to leverage the power of sales cloud to support the sales following requirement: * monitor website traffic * Email 1200 leads per day * capture customer satisfaction survey result on a web form * Understand (report) the case of marketing exercise vs sales activity What should a consultant recommend to meet this requirement?

- A. Use mass email, campaign, campaign influence, web-to-lead, opportunity and report
- B. Use AppExchange marketing app, campaign, web-to-lead, opportunity and report
- C. Use community campaign, web-to-lead, opportunity and report and dashboard
- D. Use site.com campaign web-to lead opportunity, report, and dashboard

Answer: B

NEW QUESTION # 124

Northern Trail Outfitters has organization-wide defaults set to private. Sales representatives own the accounts and want to collaborate with relevant people from other departments (E. g. marketing and finance). Collaborating team members must be able to access and report on relevant data. Which two solutions should be recommended?

- A. Use Chatter to share records with relevant people
- B. Use Opportunity team to share records to relevant people
- C. Use manual sharing on account to share specific record.
- D. Use account team to share records with relevant people

Answer: B,D

NEW QUESTION # 125

The marketing team is using a separate platform for managing prospects and wants to hand off qualified prospects to the sales team. How should the consultant meet this requirement?

- A. Recommend an integration with the marketing platform to Sales Cloud that generates tasks with lead information.
- B. Create users for the marketing team so they can enter leads directly into Sales Cloud.
- C. Recommend an integration with the marketing platform that creates leads in Sales Cloud.

Answer: C

Explanation:

To meet the requirement of handing off qualified prospects from the marketing platform to the sales team, the consultant should recommend an integration with the marketing platform that creates leads in Sales Cloud. This integration ensures a seamless transfer of qualified leads from the marketing system to the sales system, enabling the sales team to follow up on these leads efficiently. Integrating the two platforms helps maintain data consistency and streamlines the lead management process.

NEW QUESTION # 126

Universal Containers contact center would like to measure and communicate case escalation rates to management. Which solution should a consultant recommend to meet this requirement?

- A. Create a bucket field on a report to calculate the percentage of escalated cases
- B. Create a case report with a custom summary formula to calculate the percentage of escalated cases
- C. Create a daily snapshot report of all cases and calculate percentage of escalated cases
- D. Create a formula field on the case record to calculate percentage of escalated cases

Answer: A

NEW QUESTION # 127

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