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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q181-Q186):

### NEW QUESTION # 181

If a customer indicates they're keen to build a strong pipeline what key elements of the lead generation and lead qualification process requires consideration?

### Answer:

#### Explanation:

How you create trusted data through identifying the and determining the needs for leads Using validation rules to ensure data integrity on import Ensure the organization has a de-dup process in place Consider field level security, assignment and hidden fields rather than overdoing validation

### NEW QUESTION # 182

Cloud Kicks (CK) recently completed the first phase of its Sales Cloud implementation. In the next phase, one factor that consultants are considering is whether any of CK's 500 sales agents are using a mobile device or a browser to access Salesforce. What should the consultants do to efficiently analyze how users are logging in to Salesforce?

- A. Review the login history on the user record.
- B. Create a custom report on the User object.
- C. Create a User report and filter by login Subtype.

**Answer: C**

Explanation:

Creating a User report and filtering by login Subtype is the most efficient way to analyze how users are logging into Salesforce, whether through a mobile device or a browser. The login subtype provides specific information about the method of access, making it easier to assess user behavior and preferences accurately.

This approach allows consultants to generate insights without manually reviewing individual login histories.

References:

\* Login History

\* Creating Reports on User Logins

### NEW QUESTION # 183

Universal Containers sells two product lines that each use a distinct selling methodology. Additionally, each product line captures different information that is used to sell the products. What should a consultant recommend to support selling the two product lines?

- A. Create two page layouts and two sales processes; assign them to the respective product lines to collect relevant information.
- B. Create one page layout, two sales processes, and validation rules to capture relevant opportunity information.
- C. Create two sales processes and two page layouts; assign them to two different opportunity record types for each product line.
- D. Create two page layouts, one opportunity record type, and one workflow rule to assign the correct page layout to the record type.

**Answer: C**

### NEW QUESTION # 184

What is the difference between the managed and the standard version of Chatter Desktop?

**Answer:**

Explanation:

Managed - For enterprises deploying Chatter Desktop to users who don't have administrator privileges on their machines - Requires administrator privileges in Salesforce to access the installer

Standard - For individuals with administrator privileges on their machines

- Does not require administrator privileges in Salesforce to access the installer

### NEW QUESTION # 185

Universal Containers wants to improve the information profile of its current Contacts in Salesforce by using social networking application (e.g. LinkedIn or Twitter) to add the information currently gathered for accounts, contacts and leads. Which solution should a consultant recommend to meet this requirement?

- A. Enable the Salesforce to Social network API connection to sync records.
- B. Define the social network fields and enable them for account, contacts and leads.
- C. Create custom fields that hold URL links to the social profile of accounts, contacts and leads.
- D. Enable social Accounts and Contacts to link records to social profiles.

**Answer: D**

## NEW QUESTION # 186

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