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最新的 Salesforce Cloud Consultant Sales-Con-201 免費考試真題 (Q120-Q125):

問題 #120
The sales director at Cloud Kicks wants to prevent users from viewing each other's Opportunities but wants them to check to see

that the Account already exists prior to creating a new Account.
Which organization-wide default should the consultant recommend?

- A. Set Account to Public Read Only and set Opportunity to Private.
- B. Set Account to Public Read Only and use & criteria-based sharing rule on Opportunity.
- C. Set Account and Opportunity to Public Read Only.

答案：A

問題 #121
Universal Containers is growing its international business.
Domestic sales reps believe that the standard price book has too many records reflecting different currencies and country-specific product variations.
What should the consultant recommend to improve usability for sales reps?

- A. Use custom price books for domestic and International customers.
- B. Update the product naming conventions to Include the currency In the product name.
- C. Use separate product catalogs for domestic and international customers.

答案：A

解題說明：
To improve usability for sales reps and address concerns about the standard price book having too many entries, custom price books tailored for specific markets, such as domestic and international, can streamline the product selection process. Custom price books allow sales reps to view only relevant products and prices based on customer location, reducing complexity and enhancing usability.
* Custom Price Books for Targeted Markets: By creating separate price books, Universal Containers can manage pricing variations by currency or product variations specific to each market, reducing clutter for sales reps.
* Improved Efficiency in Sales Processes: Sales reps can select the appropriate price book for their customer's location, ensuring that only applicable products and prices are displayed, which simplifies product selection and pricing accuracy.
Option A (updating product naming conventions) may not sufficiently address the issue, and Option B (separate product catalogs) would require managing multiple product datasets rather than simply filtering via price books. For more information, see the Salesforce Price Book documentation.

問題 #122
Cloud Kicks (CK) has hired a consultant to help enhance its current Salesforce implementation.
What should the consultant do first to help CK meet its business requirements?

- A. Define the solution.
- B. Conduct discovery sessions.
- C. Design the architecture.

答案：B

解題說明：
The first step in assisting Cloud Kicks with enhancing its Salesforce implementation is to conduct discovery sessions. This initial phase is crucial for gathering requirements, understanding business processes, and identifying the specific needs and challenges of the organization.
* Importance of Discovery: Discovery sessions provide insights into CK's existing setup, key pain points, and desired improvements, forming the foundation for solution design and implementation.
* Building a Requirements-Driven Solution: By thoroughly understanding CK's needs through discovery, the consultant can tailor the solution to meet business requirements effectively.
Option B (designing the architecture) and Option C (defining the solution) come after gathering the necessary information through discovery sessions. For more details, see Salesforce's Guide on Conducting Discovery Sessions.

問題 #123
Cloud Kicks wants to implement a methodology to determine which current leads have the most in common with leads that have successfully been converted in the past.

How should the consultant meet this requirement?

- A. Create Cadence Steps.
- B. Use Lead Conversion Reporting.
- C. Use Einstein Lead Scoring.

答案：C

解題說明：
Einstein Lead Scoring in Salesforce uses machine learning to analyze historical data and identify which lead attributes are most predictive of successful conversions. This tool can help Cloud Kicks by determining which current leads share similarities with leads that have historically been converted. By leveraging this scoring system, Cloud Kicks can prioritize leads with the highest likelihood of success based on past data, optimizing their lead management strategy.
For more on Einstein Lead Scoring, see: Einstein Lead Scoring Overview.

問題 #124
Cloud Kicks wants its sales operations team to place orders United States customers in Sales Cloud. The sales ops team needs calculate sales tax on the orders. Sales tax is a complex calculation based on tax law that may change at any time.
What should the consultant recommend to meet the requirement?

- A. An app from AppExchange
- B. formula field on the Order object
- C. screen flow for orders

答案：A

解題說明：
For calculating complex sales tax that varies based on tax law, an app from the Salesforce AppExchange is the most effective solution. Here's why:
* Complexity of Tax Calculation: Sales tax calculations can be intricate, especially in the United States, where tax rates and regulations differ by state, county, and sometimes city. Using an AppExchange app designed for tax calculations ensures compliance with these frequently changing laws without manual updates.
* Real-Time Updates: Many AppExchange apps are specifically built to handle tax calculations and stay up-to-date with changes in tax regulations. These apps often have partnerships with tax authorities or access to updated databases, ensuring that Cloud Kicks' sales operations team remains compliant.
* Automation and Integration: Tax calculation apps from the AppExchange integrate seamlessly with Salesforce Orders, automating the process, reducing errors, and improving efficiency compared to manual calculations or formula fields, which would not account for complex or changing tax rules.
* References: Salesforce's AppExchange offers a variety of tax calculation apps like Avalara and TaxJar, which are commonly used for sales tax management. These apps are featured as solutions in Salesforce documentation for handling tax calculations.
In summary, an AppExchange app (Option A) is recommended for automating complex sales tax calculations within Sales Cloud, ensuring accuracy and compliance with evolving tax laws.

問題 #125
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更新下載。

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