

Passing Sales-Cloud-Consultant Score Feedback - Sales-Cloud-Consultant Reliable Test Notes



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The Salesforce Sales-Cloud-Consultant exam covers a range of topics, including sales process design, lead and opportunity management, forecasting and pipeline analysis, and sales performance measurement. Sales-Cloud-Consultant Exam also tests candidates on their knowledge of Salesforce features such as reports and dashboards, collaboration tools, and mobile app customization.

>> **Passing Sales-Cloud-Consultant Score Feedback <<**

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What is the duration of the Sales-Cloud-Consultant Exam

- Passing Score: 62%
- Length of Examination: 105 minutes
- Format: Multiple choices, multiple answers
- Number of Questions: 60

To become a Salesforce Certified Sales Cloud Consultant, candidates must have a solid understanding of the Sales Cloud platform, as well as a proven track record of implementing Sales Cloud solutions in real-world scenarios. Candidates must also pass the certification exam, which is designed to test their knowledge and understanding of the Sales Cloud platform. Sales-Cloud-Consultant Exam is a comprehensive test of the candidate's knowledge and understanding of the platform, and is designed to ensure that only the most qualified and knowledgeable individuals are able to achieve certification.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q101-Q106):

NEW QUESTION # 101

Northern Trail Outfitters' sales manager noticed the lead conversion ratio stayed the same for the healthcare industry even though the lead creation increased.

Which reporting tool should resolve the issue?

- A. Report on leads by source
- B. Industry performance dashboard
- **C. Report on lead lifetime by industry**
- D. Campaign dashboard by industry

Answer: C

NEW QUESTION # 102

Universal Containers is creating a new program to allow customers to pay for large orders over the course of 1 to 3 years in monthly instalments beginning in the month the products are sold. The admin needs to configure Sales Cloud to accommodate the new pricing terms and to help the finance department forecast easily.

What should the consultant recommend meeting the requirement?

- **A. Use Revenue Schedules to capture instalment payment plan details for each Product.**
- B. Create a Process Builder to create an Order for each instalment payment.
- C. Set the default quantities to 12, 24, and 36 in a new Price Book for instalment sales.
- D. Add a custom field to the Quotes object to capture the number of instalments.

Answer: A

NEW QUESTION # 103

Once you save a PDF quote, the file is automatically emailed to the customer.

- A. True
- **B. False**

Answer: B

NEW QUESTION # 104

The Cloud Kicks sales team travels frequently and often needs to convert leads while away from the home office.

What should a consultant recommend?

- **A. Create a Global Action to convert leads via the Salesforce mobile app.**
- B. Enable Conversions for the Salesforce mobile app in Lead Conversion settings.
- C. Install an AppExchange package to convert leads via the Salesforce mobile app.

Answer: A

Explanation:

Creating a Global Action to convert leads via the Salesforce mobile app allows sales reps to efficiently convert leads while on the go. This approach ensures that the functionality is easily accessible from the mobile interface, streamlining the lead conversion process for sales reps who are frequently traveling.

References:

* Global Actions Overview

* Setting Up Global Actions

NEW QUESTION # 105

Universal containers sales team would like to track product shipments for each of its customers. The shipment tracking information is currently available in a back end system, which the company plans to integrate with Salesforce. Which objects are relevant for this

integration?

- A. Opportunity, Opportunity product, Custom object-Shipment Status.
- B. Lead, Account, Opportunity Product, Custom object -Shipment Status.
- C. Opportunity, Opportunity product, Contract, Custom object Shipment Status.
- D. Lead, Opportunity, Product, Custom object-Shipment Status.

Answer: A

NEW QUESTION # 106

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