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Salesforce Sales-Cloud-Consultant certification exam is a highly respected certification in the industry, which indicates that the individual has the knowledge and skills required to implement and maintain Salesforce Sales Cloud solutions. Obtaining this certification is beneficial for both individuals and organizations, as it helps them to showcase their expertise in the field of sales cloud consulting. Salesforce Certified Sales Cloud Consultant certification also validates the individual's ability to design and implement Salesforce Sales Cloud solutions that meet the specific needs of their clients.

Salesforce Sales-Cloud-Consultant certification exam is a challenging but rewarding test that validates the candidate's skills and knowledge in Sales Cloud implementation and configuration. It is a must-have certification for individuals who aspire to become Salesforce Sales Cloud consultants and want to advance their careers in the Salesforce ecosystem. With thorough preparation and study, candidates can achieve this certification and take their careers to the next level.

The Sales Cloud Consultant exam is a rigorous, two-hour test that consists of 60 multiple-choice questions. Sales-Cloud-Consultant Exam covers a range of topics, including sales process design, implementation of Sales Cloud solutions, data management and security, and collaboration and communication.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q177-Q182):

NEW QUESTION # 177

Territory Management (why use it?) (Choose 3 answers.)

- A. Sales commissions

- B. Assigning accounts to territories
- C. Currency reconciliation
- D. Alignment of overlay sales teams
- E. Data access rules for accounts & opportunities

Answer: B,D,E

NEW QUESTION # 178

Match the following loading option to the description of when to use it. "ETL Tool"

- A. Berta wants to keep a separate system as her "system of record"
- B. Bill wants to load 20,000 lead records.
- C. Bob wants to load a single account record.
- D. Becky wants to load all her 65,000 contact records.
- E. Brian wants to consolidate all his accounts from several systems.

Answer: E

NEW QUESTION # 179

In an organization with a private sharing model, Sam is a sales exec that reports to John, a Sales Manager. Sam has ownership of the ABC Company account record, and also has created an opportunity for ABC Co. Can Sam see John's data?

Answer:

Explanation:

No. John, as the manager in the hierarchy can see Sam's data, but not the other way around.

NEW QUESTION # 180

What are some of the ways to align communication between the sales and marketing organizations? (Select all that apply)

- A. Have a daily meeting with sales to check on latest developments
- B. Standardize internal and external communication with templates
- C. Provide sales collateral in one place
- D. Gather feedback on sales collateral and templates
- E. Evaluate impact of collateral on bringing leads through to close
- F. Communicate availability of sales collateral

Answer: A,B,C,D,E,F

NEW QUESTION # 181

CORRECT TEXT

8 steps to unlocking your pipeline with opportunities

Answer:

Explanation:

1. Define your sales stages
2. Establish naming conventions
3. Make key fields mandatory
4. Run your forecast meetings with the pipeline report
5. Create "big deal" alerts
6. Use activities and email templates
7. Use the similar opportunities feature
8. Use Chatter to follow specific opportunities

NEW QUESTION # 182

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