Salesforce Sales-Cloud-Consultant Valid Braindumps Book, Latest Sales-Cloud-Consultant Exam Notes

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Salesforce Sales-Cloud-Consultant Exam covers various topics, including Sales Cloud Configuration, Sales Cloud Analytics, Sales Cloud Data Management, Sales Cloud Integration, and Sales Cloud AppExchange. Candidates are expected to have a good understanding of these topics to pass the exam. Sales-Cloud-Consultant exam is designed to assess the candidate's ability to implement and customize the Sales Cloud according to the business requirements.

Salesforce Sales-Cloud-Consultant Certification Exam is designed for professionals who want to showcase their expertise in sales and customer relationship management (CRM) using the Salesforce Sales Cloud platform. Salesforce Certified Sales Cloud Consultant certification is ideal for sales professionals, consultants, and business analysts who work with Salesforce Sales Cloud on a regular basis. Candidates who pass the exam demonstrate their ability to implement, configure, and manage Sales Cloud solutions that drive sales and customer success.

Salesforce Sales-Cloud-Consultant Exam covers a wide range of topics, including sales process design, sales forecasting, opportunity management, sales team management, and sales performance measurement. Sales-Cloud-Consultant exam tests the candidate's knowledge of Sales Cloud functionality, best practices, and implementation approaches. Sales-Cloud-Consultant exam also evaluates the candidate's skills in configuring Sales Cloud features, such as lead and opportunity management, account and contact management, and collaboration and automation.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q14-Q19):

NEW QUESTION # 14

Universal Containers wants to prevent sales users from modifying certain opportunity fields when the sales stage has reached Negotiation/Review. However, sales directors must be able to edit these opportunity fields in case last minute updates are required. Which solution should a consultant recommend?

- A. Create a workflow rule to enable field access for sales directors based on the sales stage.
- B. Modify the profile for sales directors to enable the "Modify All" object permission for opportunities.
- C. Change the field-level security for sales representatives to restrict field access based on the sales stage.
- D. Create a validation rule to enforce field access based on the sales stage and profile.

Answer: D

NEW QUESTION # 15

The Cloud Kicks Sales Support team manually enters leads into Salesforce throughout the week. It was discovered that many of the leads already exist as Contacts in the system based on matching email address. This has resulted in high volume of unconverted leads. Which solution should be used to identify and block future duplicates from being created?

- A. Use Dataloader to import the leads each week instead of entering leads individually.
- B. Activate the Standard Lead Duplicate Rule that matches on both Lead and Contact.
- C. Create a process builder and flow that emails the user of a potential duplicate Contact when a Lead is created.
- D. Build a report that groups leads by email address to identify and merge duplicates

Answer: B

NEW QUESTION # 16

Who has permission to edit a Chatter profile?

- A. A user's manager
- B. An Administrator
- C. Profiles are not editable
- D. An individual user

Answer: D

NEW QUESTION # 17

Universal containers recently completed the implementation of a new sales cloud solution. The stakeholder committee believes that the user adoption is best measured by the number of daily logins. What other measures of sales uses adoption should be considered? Choose 2 answers

- A. Overall effectiveness of mass email campaigns
- B. Number of reports exported to excel for analysis
- C. Completeness of records entered into the new system
- D. Number of neglected opportunities over time by role

Answer: C,D

NEW QUESTION # 18

Universal Containers wants to minimize the need for sales reps to manually create meetings and events that are stored on their calendars.
Which two Einstein Activity Capture (EAC) capabilities should the consultant consider? Choose 2 answers

- A. EAC adds events to the activity timeline for custom objects.
- B. EAC supports emails, events, and contacts.
- C. EAC a two-way sync for events and contacts.
- D. EAC events are unable to be synched with contacts and leads.

Answer: B,C

Explanation:
* EAC a two-way sync for events and contacts means that EAC can synchronize events and contacts between Salesforce and the connected email and calendar applications, such as Gmail or Outlook. This minimizes the need for sales reps to manually create meetings and events that are stored on their calendars, as they will be automatically captured and displayed in Salesforce.
* EAC supports emails, events, and contacts means that EAC can capture these types of activities from the connected email and calendar applications and display them in Salesforce. This allows sales reps to view and track their interactions with customers without having to manually log them in Salesforce.

NEW QUESTION # 19

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