

퍼펙트한Sales-Con-201응시자료덤프데모문제



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>> Sales-Con-201응시자료 <<

최신버전 Sales-Con-201응시자료 시험대비 공부자료

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최신 Salesforce Cloud Consultant Sales-Con-201 무료샘플문제 (Q44-Q49):

질문 # 44

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.

정답: A

설명:

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.

질문 # 45

Cloud Kicks is implementing Sales Territories for its retail sales unit. The sales director is requesting a detailed roll-up forecast for territories.

What should the consultant recommend?

- A. Include the Forecast Manager field on the Account page layout.
- B. Assign a role for each manager in the user role hierarchy.
- **C. Assign a Forecast Manager to each region.**

정답: C

설명:

The Forecast Manager role is essential in Salesforce when working with Territory Forecasts. By assigning a Forecast Manager to each region, Salesforce can generate a roll-up forecast based on the territories managed within that region. The Forecast Manager oversees the forecasting process and can provide the sales director with the requested detailed roll-up forecast for each territory. Including the Forecast Manager field on the Account page layout or assigning roles in the user role hierarchy is useful for access control and organizational structure, but they do not directly impact the roll-up forecast functionality for territories. Assigning a Forecast Manager ensures accurate and hierarchical forecasting as per regional sales performance.

Salesforce Documentation References:

Set Up Collaborative Forecasts by Territory

Forecast Manager Role in Territory Management

질문 # 46

Sales managers at Cloud Kicks want to create a sales dashboard of key performance indicators (KPIs) to measure day-to-day operations.

Which key metric should the consultant include in the dashboard?

- A. Number of marketing qualified leads (MQL)
- **B. Number of outbound calls made over a period of time**
- C. Number of updated opportunities

정답: B

설명:

For day-to-day operations, sales managers can benefit from tracking the number of outbound calls made, as this reflects sales

activity levels and engagement with leads or customers. This metric is actionable and provides insight into the volume of sales efforts, which is useful for daily KPI tracking.

* Outbound Calls as a Sales Activity Metric: Outbound calls are a direct measure of sales reps' efforts to reach out to leads and customers. This can help managers understand daily productivity and assess whether activity levels are aligned with sales goals.

* Direct Impact on Sales Performance: A high number of outbound calls can correlate with increased opportunities and potential sales, making it a valuable metric for daily operations.

Option B (number of updated opportunities) reflects opportunity management but may not directly correlate with daily activity, and Option C (MQLs) focuses more on marketing rather than sales activities. For guidance on creating sales dashboards, refer to Salesforce's Sales Analytics documentation.

질문 # 47

Cloud Kicks (CK) operates in multiple countries and wants to track historical exchange rates. The consultant at CK has implemented dated exchange rates by using Advanced Currency Management.

How is the converted currency amount calculation on opportunities determined?

- A. The close date only when the opportunity stage is closed
- **B. The close date regardless of the opportunity stage**
- C. The date the opportunity stage is closed regardless of the close date

정답: B

설명:

When using Advanced Currency Management with dated exchange rates, the converted currency amount is determined based on the opportunity's close date, regardless of the opportunity stage. Here's why:

* Currency Conversion Based on Close Date: Advanced Currency Management applies the exchange rate effective on the opportunity's close date, which means that the conversion is tied specifically to this date and does not depend on the opportunity's stage.

* Accurate Historical Currency Data: This setup ensures that historical exchange rates accurately reflect the currency rate as of the close date, providing precise financial reporting.

* Salesforce Documentation: Salesforce outlines that Advanced Currency Management uses the close date for converting amounts on opportunities to account for dated exchange rates, providing consistency across all transactions.

In summary, the close date regardless of the opportunity stage (Option C) determines the converted currency amount when Advanced Currency Management is enabled.

질문 # 48

Cloud Kicks is utilizing Advanced Currency Management. The sales director submitted a request to display to total amount of all the open opportunities related to the Account page layout.

How should the consultant implement a solution to meet the requirement?

- A. Use a custom formula field on the Opportunity object.
- B. Create a roll-up summary field on the Account object.
- **C. Use a record-triggered flow to set the value on the account.**

정답: C

설명:

Given that Cloud Kicks uses Advanced Currency Management (ACM):

질문 # 49

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Sales-Con-201유효한 덤프문제: https://www.itcertkr.com/Sales-Con-201_exam.html

만약Salesforce Sales-Con-201인증시험으로 한층 업그레이드된 자신을 만나고 싶다면 우리Itcertkr선택을 후회하지

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