

Quiz 2026 Sales-Cloud-Consultant: Salesforce Certified Sales Cloud Consultant Newest Study Materials



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Salesforce Sales-Cloud-Consultant certification exam is divided into several sections, each of which focuses on a specific area of Sales Cloud implementation. These sections include Sales Cloud Solution Design, Implementation Strategies, Sales Cloud Configuration, and Sales Cloud Analytics. Each section is designed to test the candidate's knowledge and understanding of the Sales Cloud platform, as well as their ability to implement Sales Cloud solutions in real-world scenarios.

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.

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Salesforce Sales-Cloud-Consultant certification exam covers a wide range of topics, including Sales Cloud applications, marketing automation, lead management, and forecasting. Sales-Cloud-Consultant exam is designed to test the candidate's knowledge of sales cloud solutions and their ability to apply this knowledge to real-world scenarios. Sales-Cloud-Consultant Exam comprises 60 multiple-choice questions that have to be answered within 105 minutes, and the passing score is 68%.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q153-Q158):

NEW QUESTION # 153

What are the components of a territory?

- A. M between account, territory and user

Ability to manually add accounts to territories or use assignment rules to auto allocate accounts to a territory

- B. A collection of accounts and users that have (at a minimum) read-access to accounts, regardless of owner Users within a territory have Read, Read/Write or Owner (the ability to view, edit, transfer, and delete record) access to records contained within the territory

Answer: B

NEW QUESTION # 154

Match the following loading option to the description of when to use it. "Manual Entry"

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

Answer: D

NEW QUESTION # 155

Which best describes the Salesforce Automation feature "Contact Roles" ?

- A. Determines the sales stages of an organization.
- B. Identifies key stakeholders from the buy side.
- C. Allows to better automate the sales methodology.
- D. Enforces the business process.
- E. Makes sure we recognize those involved in the sales process.
- F. Ensures that we are tracking our progress towards the desired states.

Answer: B

NEW QUESTION # 156

Universal Containers wants to implement a new web presence to support its customers. It has provided the following requirements:

- * Ability for visitors to search Knowledge articles without registering or logging in
- * Ability for over one million registered customers to securely submit cases and view the status of those cases
- * Ability to display white papers to registered customers
- * Ability for registered customers to save favorite Knowledge articles for easy access later

What should the consultant recommend as part of the solution?

- A. Implement Employee Communities with Content.
- B. Implement Customer Communities with Content.
- C. Implement Customer Communities with Knowledge.
- D. Implement Partner Communities with Knowledge.

Answer: C

NEW QUESTION # 157

The Asia Pacific and Japanese sales teams from Cloud Kicks have requested separate report folders for each region. The VP of sales needs access to both report folders in one place to find reports for all the regions and wants to retain visibility of the reports in each folder.

What should the consultant recommend meeting the requirement?

- A. Create grouped folders, keeping the top region folder sharing settings and limiting the sharing settings for the grouped folders.
- B. Create subfolders and give access to the root folder, keeping the top region folder sharing settings.
- C. Create all new regional folders and move the reports to the respective region folder with subscribe access.

