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Salesforce Sales-Cloud-Consultant Exam is a certification exam designed for professionals seeking to demonstrate their expertise in Salesforce Sales Cloud. Sales-Cloud-Consultant exam is intended to test the candidate's knowledge and skills in various areas such as salesforce automation, sales and marketing analytics, sales process management, and customer management.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q168-Q173):

NEW QUESTION # 168

NTO wants the ability to share documents related to an opportunity, such as contracts and proposals with the field sales team. NTO currently has a private sharing model. How should the documents be shared efficiently and securely?

- A. Uploaded to salesforce files from the opportunity record
- B. Emailed to the sales team on the opportunity record
- C. Uploaded to a library that is shared with the field sales organization
- D. Upload to Salesforce Files and shared with the field sales organization

Answer: C

NEW QUESTION # 169

Universal Container has its sales representative enter a new lead whenever they are prospecting a new customer, when qualify the new lead, a new opportunity must be created to track the deal. What would a consultant recommend to enforce data quality and accuracy? Choose 3 answer

- A. Enable validation rules on lead
- B. Create an apex trigger to perform data quality check.
- C. Create lead conversion process.
- D. Map lead fields to corresponding opportunity field

Answer: A,C,D

NEW QUESTION # 170

What should you keep in mind when designing a solution to improve Sales Rep productivity? (Select all that apply)

- A. Including AppExchange mash-ups may slow down Sales Reps
- B. Information should be entered only once
- C. Finding information should only be a few clicks away
- D. Links may be confusing; use them sparingly

Answer: B,C

NEW QUESTION # 171

Universal Containers is analyzing data to identify gaps, and wants to know which Accounts with ...opportunities are missing Contacts.

Which feature should a consultant recommend to build this report?

- A. Cross filter
- B. Custom filter
- C. Joined report
- D. Custom report type

Answer: A

Universal Containers is implementing a Knowledge Base and wants to empower certain managers to create, edit, and manage articles. All articles should be reviewed by these managers before being published, while some articles need an additional layer of legal review as well. Which three actions should a Consultant recommend to meet these requirements? Choose 3 answers

- Answer: C,D**

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