

# Free Valid Salesforce Sales-Con-201 Questions Updates and Free Demos



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## Salesforce Sales-Con-201 Exam Syllabus Topics:

| Section                                        | Weight | Objectives                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Data Management                                | 15%    | <ul style="list-style-type: none"><li>- Data migration and integration considerations</li><li>- Ensure data quality and scalability</li><li>- Manage data governance and maintenance</li></ul>                                                                                                                                    |
| Practical Application of Sales Cloud Expertise | 33%    | <ul style="list-style-type: none"><li>- Apply security models: sharing rules, role hierarchy, Account/Opportunity Teams</li><li>- Leverage Campaigns and integration tools</li><li>- Configure Products, Price Books, Quotes, and multi-currency settings</li><li>- Build end-to-end sales processes from Lead to Close</li></ul> |
| Consulting Practices                           | 14%    | <ul style="list-style-type: none"><li>- Project management and delivery lifecycle</li><li>- Facilitate successful engagements and adoption</li><li>- Discovery, requirement analysis, and solution design</li></ul>                                                                                                               |
| Sales Lifecycle                                | 23%    | <ul style="list-style-type: none"><li>- Select appropriate features: Sales Engagement, Territory Management, Forecasting, Einstein AI</li><li>- Design reports and dashboards based on KPIs</li><li>- Analyze sales and marketing processes</li></ul>                                                                             |
| Implementation Strategies                      | 15%    | <ul style="list-style-type: none"><li>- Align sales processes with organizational goals</li><li>- Plan deployment and post-implementation improvements</li><li>- Translate business requirements and KPIs into Sales Cloud solutions</li></ul>                                                                                    |
| Predictive and Generative AI                   | 13%    | <ul style="list-style-type: none"><li>- Apply Trusted AI Principles and ethical guidelines</li><li>- Use AI tools in Sales Cloud and Agentforce for Sales</li></ul>                                                                                                                                                               |

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## Reliable Sales-Con-201 Exam Pattern - Sales-Con-201 New Dumps Ppt

Before starting the Salesforce Sales-Con-201 preparation, plan the amount of time you will allot to each topic, determine the topics that demand more effort and prioritize the components that possess more weightage in the Salesforce Sales-Con-201 Exam. This kind of polished approach is beneficial for a commendable grade in the Salesforce Sales-Con-201 Exam.

## Salesforce Certified Sales Cloud Consultant Sample Questions (Q19-Q24):

### NEW QUESTION # 19

Cloud Kicks wants to release product enhancements effectively to drive user adoption and have the greatest impact on the organization and users' day-to-day functions.

Which step should the consultant recommend to successfully manage changes and releases initiated by Salesforce?

- **A. Train end users after deployment.**
- B. Collect input from stakeholders.
- C. Prioritize executive requests.

**Answer: A**

Explanation:

To effectively manage changes and releases in Salesforce, particularly when focusing on user adoption and maximizing impact, it is critical to involve stakeholders from the start. Collecting input from stakeholders ensures that the enhancements align with the actual needs and workflows of those who will be using the system daily. Here's why this approach is recommended:

\* Stakeholder Engagement: Engaging stakeholders early in the process helps to gather a comprehensive understanding of the business requirements and pain points. This collaboration ensures that the enhancements are relevant and beneficial, which increases the likelihood of user adoption.

\* User-Centric Development: Salesforce emphasizes a user-centric approach in its change management practices. By collecting input from stakeholders, Cloud Kicks can tailor the enhancements to be more impactful for end users, which is essential for driving adoption and improving overall user experience.

\* Change Management Best Practices: According to Salesforce best practices, successful change management includes planning for change with stakeholder input, addressing user concerns, and creating a roadmap that reflects the priorities of both end-users and executives. This step lays the groundwork for smooth deployment and effective training.

\* References: Salesforce's documentation on Change and Release Management in Sales Cloud provides guidance on involving stakeholders to better understand how changes will impact various user roles. You can find additional guidance in the Salesforce Success Community and the Salesforce Trailhead module on Change Management.

In summary, collecting input from stakeholders (Option A) is the initial and essential step in Salesforce's recommended change management process, ensuring that product enhancements are aligned with user needs and drive effective adoption.

### NEW QUESTION # 20

A consultant is addressing Cloud Kicks' performance measurement needs and overcoming challenges within Sales Cloud.

Which approach should a consultant adopt?

- **A. Collaborate closely with the customer to discern their specific performance measurement requirements.**
- B. Implement standardized performance measurement practices to ensure consistency across Sales Cloud.
- C. Rely on general industry standards to determine performance measurement criteria and system architecture.

**Answer: A**

Explanation:

When determining performance metrics for Sales Cloud, it is essential to collaborate with the customer to understand their specific requirements. This approach ensures that the performance metrics and reporting solutions are tailored to the customer's business goals, providing more relevant and actionable insights. By engaging directly with Cloud Kicks, the consultant can develop a customized framework that addresses their unique challenges and objectives, rather than relying on generic industry standards, which may not fully capture the nuances of their business.

### NEW QUESTION # 21

Cloud Kicks wants its sales operations team to place orders United States customers in Sales Cloud. The sales ops team needs calculate sales tax on the orders. Sales tax is a complex calculation based on tax law that may change at any time.

What should the consultant recommend to meet the requirement?

- A. screen flow for orders
- **B. An app from AppExchange**
- C. formula field on the Order object

**Answer: B**

Explanation:

For calculating complex sales tax that varies based on tax law, an app from the Salesforce AppExchange is the most effective solution. Here's why:

- \* **Complexity of Tax Calculation:** Sales tax calculations can be intricate, especially in the United States, where tax rates and regulations differ by state, county, and sometimes city. Using an AppExchange app designed for tax calculations ensures compliance with these frequently changing laws without manual updates.
  - \* **Real-Time Updates:** Many AppExchange apps are specifically built to handle tax calculations and stay up-to-date with changes in tax regulations. These apps often have partnerships with tax authorities or access to updated databases, ensuring that Cloud Kicks' sales operations team remains compliant.
  - \* **Automation and Integration:** Tax calculation apps from the AppExchange integrate seamlessly with Salesforce Orders, automating the process, reducing errors, and improving efficiency compared to manual calculations or formula fields, which would not account for complex or changing tax rules.
  - \* **References:** Salesforce's AppExchange offers a variety of tax calculation apps like Avalara and TaxJar, which are commonly used for sales tax management. These apps are featured as solutions in Salesforce documentation for handling tax calculations.
- In summary, an AppExchange app (Option A) is recommended for automating complex sales tax calculations within Sales Cloud, ensuring accuracy and compliance with evolving tax laws.

### NEW QUESTION # 22

A consultant is meeting with a new client to design a rollout strategy for its Sales Cloud implementation. What should the consultant do during the planning stage to ensure a successful implementation?

- A. Design a prototype of the suggested solution.
- B. Identify which Salesforce features and functions to use.
- **C. Define goals, metrics, project schedule, and sales processes.**

**Answer: C**

Explanation:

During the planning stage of a Sales Cloud implementation, defining goals, metrics, project schedules, and sales processes is critical for a successful rollout. This foundational step ensures that the implementation aligns with the client's business objectives and provides clear criteria for measuring success. Salesforce recommends that implementation planning includes establishing a timeline, setting achievable goals, and documenting existing and desired sales processes. These elements form the basis for effective project management and help in aligning the solution with the client's business needs.

Identifying Salesforce features and designing a prototype are valuable steps, but they typically occur after establishing clear goals and requirements. Proper planning sets the stage for these subsequent tasks.

Salesforce Documentation References:

- \* Salesforce Implementation Best Practices
- \* Sales Cloud Planning Guide

### NEW QUESTION # 23

Cloud Kicks (CK) has implemented different sales stages across its varied product lines. CK wants to deploy Collaborative Forecasts to all sales users.

What should a consultant consider when rolling out forecast?

- A. Multiple Forecast Types must be created and activated.
- B. Opportunity Splits must be enabled at the same time.
- **C. Single Category or Cumulative Forecast Rollup should be defined.**

**Answer: C**

Explanation:

When deploying Collaborative Forecasts with varied sales stages across product lines, creating and activating multiple Forecast Types is essential. Here's why:

- \* **Multiple Forecast Types for Different Product Lines:** With different sales stages across product lines, each product line may require a unique forecast type to reflect its distinct stages. Salesforce allows the creation of multiple forecast types, which can be configured to cater to specific sales processes.
- \* **Accurate Forecasting:** By setting up multiple forecast types, Cloud Kicks can ensure that forecasts align with the unique sales processes for each product line, enabling accurate and actionable forecasting.
- \* **Salesforce Best Practices:** Salesforce recommends defining multiple forecast types when organizations have varied sales stages, as

this allows for customized forecast management that aligns with business requirements.

\* References: Salesforce's documentation on Collaborative Forecasts outlines the process of configuring multiple forecast types and how to manage them.

In summary, creating and activating multiple Forecast Types (Option B) is necessary to accurately roll out forecasts across varied product lines at Cloud Kicks.

## NEW QUESTION # 24

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