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Salesforce Certified Sales Cloud Consultant Sample Questions (Q85-Q90):

NEW QUESTION # 85

For optimal usability and adoption, a solution must do what. (Select all that apply)

- A. Provide value so users perceive it as a valuable spending of their time.
- B. Be inexpensive so users don't worry about the bottom line when using the application.
- C. Provide both online help and hard copy reference materials to assist users at all times.
- D. Have trusted data.
- E. Be easy to use so users can easily enter data and find information.
- F. Be easy to change through a change ma

Answer: A,D,E,F

NEW QUESTION # 86

Universal Containers sells two product lines that each use a distinct selling methodology. Additionally, each product line captures different information that is used to sell the products. What should a consultant recommend to support selling the two product lines?

- A. Create one page layout, two sales processes, and validation rules to capture relevant opportunity information.
- B. Create two page layouts, one opportunity record type, and one workflow rule to assign the correct page layout to the record type.
- C. Create two sales processes and two page layouts; assign them to two different opportunity record types for each product line.
- D. Create two page layouts and two sales processes; assign them to the respective product lines to collect relevant information.

Answer: C

NEW QUESTION # 87

Cloud Kicks uses an external ERP application to process its orders. This ERP application needs to receive data about Opportunities when the Opportunity closes. Which two solutions should the Consultant recommend? Choose 2 answers

- A. Connected App
- B. Single Sign on
- C. Outbound Message with Workflow Rules
- D. REST Callout

Answer: C,D

NEW QUESTION # 88

When multiple currencies are enabled how are currency fields calculated?

Answer:

Explanation:

1. Every record has a currency field that determines the currency type for amounts in that record.
2. All currency amounts display in the records currency and are also converted to the personal currency of the record owner based on conversion rates (entered by administrator) For example, if you do business with Acme, Inc., a German company, you can set the Currency field in the Acme, Inc. account to "EUR - Euro." Amounts such as Annual Revenue will display in eu

NEW QUESTION # 89

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to Sales Cloud.

Which solution should the consultant recommend?

- A. Third-party tool
- B. Data Import Wizard
- C. Data Loader

Answer: A

Explanation:

For migrating large volumes of data, such as two million accounts and ten million contacts, a third-party tool is recommended. Here's why:

* Scalability and Performance: Third-party ETL (Extract, Transform, Load) tools are optimized for handling large data migrations and can better manage the complexities and scale of Cloud Kicks' data migration requirements than standard Salesforce tools.

* Data Quality and Transformation: These tools provide advanced capabilities for data cleansing, deduplication, and transformation, ensuring high data quality during migration.

* Salesforce Best Practices: For large data sets, Salesforce advises using ETL tools that are specifically built to handle bulk data operations, as they offer better error handling, logging, and performance for large-scale migrations.

* References: Salesforce documentation on Data Migration Best Practices outlines the benefits of using ETL tools for significant data migrations and recommends exploring AppExchange for compatible solutions.
In summary, a third-party tool (Option A) is the best solution for migrating extensive data volumes efficiently and reliably.

NEW QUESTION # 90

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The Salesforce Sales-Cloud-Consultant certification examination is an essential component of professional development, and passing this Salesforce Sales-Cloud-Consultant test can increase career options and a rise in salary. Nonetheless, getting ready for the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) exam may be difficult, and many working professionals have trouble locating the Salesforce Sales-Cloud-Consultant practice questions they need to succeed in this endeavor.

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