

Salesforce Sales-Cloud-Consultant Lab Questions, Sales-Cloud-Consultant Free Brain Dumps



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Under the support of our study materials, passing the exam won't be an unreachable mission. More detailed information is under below. We are pleased that you can spare some time to have a look for your reference about our Sales-Cloud-Consultant test prep. As long as you spare one or two hours a day to study with our laTest Sales-Cloud-Consultant Quiz prep, we assure that you will have a good command of the relevant knowledge before taking the exam. What you need to do is to follow the Sales-Cloud-Consultant exam guide system at the pace you prefer as well as keep learning step by step.

Salesforce is a leading Customer Relationship Management (CRM) software solution that is used by businesses of all sizes to manage their sales, customer service, and marketing activities. The Sales Cloud is a key component of the Salesforce CRM solution and is designed to help businesses manage their sales processes more effectively.

Salesforce Sales-Cloud-Consultant certification exam is designed to test an individual's knowledge and expertise in the area of sales cloud implementation. Sales-Cloud-Consultant Exam is specifically targeted towards individuals who work with Salesforce on a daily basis and have an in-depth understanding of the Sales Cloud platform. Salesforce Certified Sales Cloud Consultant certification exam is rigorous and requires a deep understanding of the Sales Cloud platform and its various features and functionalities.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q18-Q23):

NEW QUESTION # 18

Assuming a private sharing model for opportunities, what would you recommend to make it easier to work with sales operations and marketing when trying to close a deal at UP?

- A. Create sales teams for specific opportunities
(Select the best 2)
- B. Create private groups for specific opportunities
- C. Create account teams for specific accounts
- D. Enable feed tracking on opportunities

Answer: A,D

NEW QUESTION # 19

The consultant at Universal Containers recently enabled forecasts. A sales manager is concerned that all open Opportunities appear in the Pipeline forecast category. Opportunities in Perception Analysis and Proposal/Price Quote stages should appear in the Best Case category. Opportunities in the Negotiation/Review stage should appear in the Commit category. How should a consultant ensure Opportunities appear in the correct forecast categories?

- A. Map Opportunity stages to the appropriate forecast categories.
- B. Create a field update with Process Builder to update the forecast category based on the Opportunity stage.
- C. Update the Opportunity stage picklist value labels to match the category to which they should be assigned.
- D. Edit the probability percentage on Opportunity stage picklist values.

Answer: A

NEW QUESTION # 20

Cloud Kicks has recently set up Sales Cloud and wants to measure the health of an account by comparing the amount of emails that are exchanged in a month. What should the consultant recommend?

- A. Salesforce Inbox
- B. Activity Report
- C. Einstein Activity Capture

Answer: C

Explanation:

To track and measure the health of an account by monitoring email exchanges, Einstein Activity Capture is the recommended tool. It automatically logs emails and meetings from a rep's email and calendar directly into Salesforce, providing insights into customer engagement without manual data entry.

* Automatic Data Capture: Einstein Activity Capture captures email interactions in real-time, providing an accurate and ongoing measure of account activity levels.

* Insights into Account Health: By analyzing the volume of interactions captured each month, Cloud Kicks can assess engagement levels and proactively manage account relationships.

Option A (Salesforce Inbox) enhances email productivity but does not provide automated data capture for analysis, and Option B (Activity Report) requires manual logging of data for it to be effective. For more on Einstein Activity Capture, see Salesforce Einstein Activity Capture documentation.

NEW QUESTION # 21

CORRECT TEXT

How is currency applied where a company is using multi currency?

Answer:

Explanation:

Every

user also has a personal currency, which is used as the default currency in his or her own quotas, forecasts (depending on which forecasting version you use), opportunities, quotes, and reports. Users can also create opportunities and enter amounts using

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