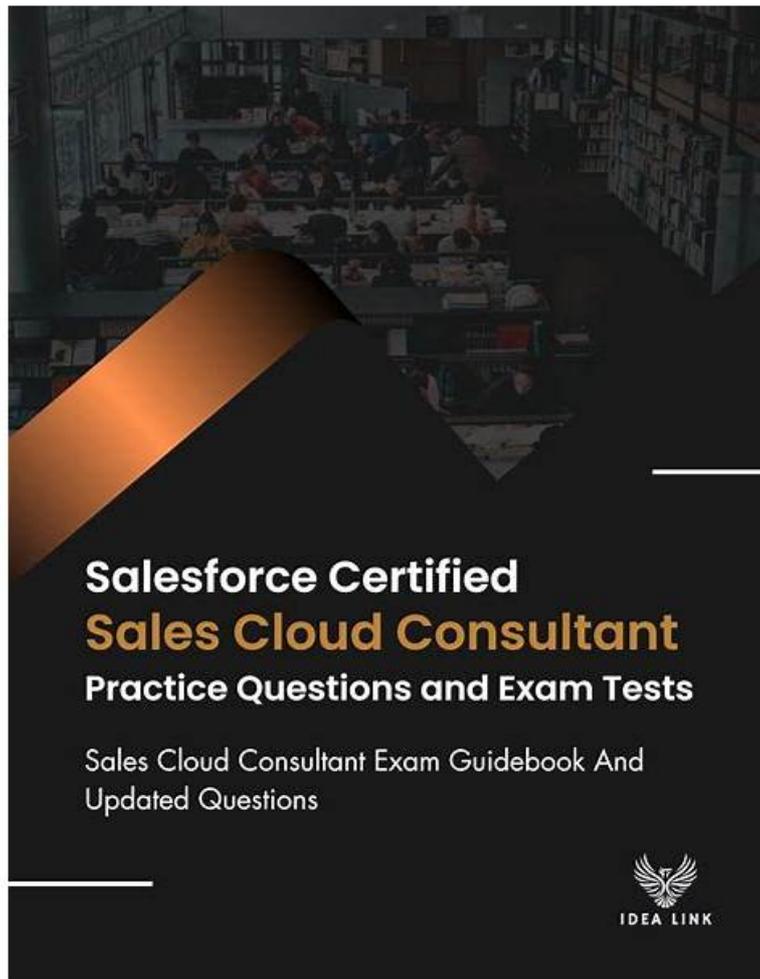


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q190-Q195):

NEW QUESTION # 190

A contact center manager wants to measure improvements to operations after the implementation of a new workforce management system.

Which two metrics can be used to assess the success of the new workforce management system? Choose 2 answers

- A. Quality monitoring score
- **B. Schedule adherence**
- C. Number of calls offered
- **D. Agent utilization**

Answer: B,D

NEW QUESTION # 191

Sales Manager at Cloud Kicks need to show reports and dashboards with opportunity forecast by Product family with team quotas.

Which solution should a Consultant recommend?

- A. Create a joined report with closed Opportunities, forecasting items, and quotas.
- B. Configure an analytic snapshot to capture the Opportunity forecast and quotas.
- C. Configure quotas with a product report and add necessary fields.
- **D. Create a custom report type with forecasting quotas and items.**

Answer: D

NEW QUESTION # 192

Cloud Kicks rolled out Sales Cloud recently. The VP of sales wants to display a view of internal and external data on the lifetime spend for each account on the Salesforce account detail page.

Which option should a consultant recommend to meet this requirement?

- **A. Salesforce Data Pipelines**
- B. Einstein Discovery
- C. Sales Engagement

Answer: A

Explanation:

To display a view of internal and external data on the lifetime spend for each account on the Salesforce account detail page, the consultant should recommend Salesforce Data Pipelines. Salesforce Data Pipelines allow users to integrate and transform data from various sources within Salesforce, enabling the creation of comprehensive views that include both internal and external data. This feature is ideal for combining different data sets and presenting them in a meaningful way on account records.

NEW QUESTION # 193

Forecast Category "Commit" can be summarized as:

- **A. Closed + Commit**
- B. Closed
- C. Closed + Commit + Best Case
- D. Commit + Best Case + Pipeline

Answer: A

NEW QUESTION # 194

Northern Trail Outfitters (NTO) has recently started using forecasting in collaboration with sales stages to better understand pipeline.

All sales reps have submitted their forecasting numbers for approval. The VP of sales is reviewing the forecast and sees that the open opportunity pipeline report contains a total of \$25,000. The VP of sales then notices that there is \$15,000 that is not included in the pipeline forecast summary. What should a consultant suggest as a possible reason for exclusion?

- A. The \$15,000 is business that is too new and has been assigned to the Omitted forecast category
- B. The \$15,000 is business that is in the commit category, which is excluded from the pipeline forecast summary*
- C. The \$15,000 is business that is in the Best case category, which is excluded from the pipeline forecast summary
- **D. The \$15,000 is business that had already been lost and, therefore, is excluded from the pipeline forecast summary**

Answer: D

NEW QUESTION # 195

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