

First-grade Valid Sales-Cloud-Consultant Exam Test & Passing Sales-Cloud-Consultant Exam is No More a Challenging Task



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Salesforce Sales-Cloud-Consultant Certification Exam is divided into several sections, each of which focuses on a specific area of Sales Cloud implementation. These sections include Sales Cloud Solution Design, Implementation Strategies, Sales Cloud Configuration, and Sales Cloud Analytics. Each section is designed to test the candidate's knowledge and understanding of the Sales Cloud platform, as well as their ability to implement Sales Cloud solutions in real-world scenarios.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q46-Q51):

NEW QUESTION # 46

Northern Trail Outfitters (NTO) uses channel partners for selling and servicing its products. As volume of leads has increased, NTO has noticed a decrease in satisfaction from partners on the quality of leads and a noticeable decrease in the lead conversion rate.

What should the consultant suggest in order to increase partner satisfaction with the leads being shared?

- A. Create a custom lead score field to assess lead quality and assign the leads that exceed this score to partners.
- B. Use the lead score on the Find Duplicates button and assign the leads with a score in the high category.
- C. Assign all leads to the partner channel manager to validate the lead data and manually assign to partners.
- D. Create multiple validation rules to ensure that all fields on the lead record are populated with data.

Answer: A

NEW QUESTION # 47

Universal Containers is deploying a formal sales methodology while implementing Salesforce. What should a consultant recommend to ensure the alignment of the sales methodology and Salesforce? Choose three answers:

- A. Configure Salesforce Standard and custom objects to support the sales methodology.
- B. Develop data integration between Salesforce and the sales methodology database.
- C. Embed custom components within Salesforce to support the sales methodology.
- D. Consider available sales methodology AppExchange applications.
- E. Override Salesforce user interface with the sales methodology user interface.

Answer: A,C,D

NEW QUESTION # 48

In the Discovery phase of a Sales Cloud implementation, what are three effective ways a consultant can determine the design of the system? Choose 3 answers

- A. Observe end users.
- B. Schedule training.
- C. Administrator a survey.
- D. Host a focus group.
- E. Establish performance benchmarks.

Answer: C,D,E

NEW QUESTION # 49

Support agents need to verify that customers are eligible to receive customer support before they can update the

Which two objects are used to verify that a customer is entitled to receive support? Choose 2 answers

- A. Case history
- B. Products
- C. Contacts
- D. Service contracts

Answer: C,D

NEW QUESTION # 50

A strong pipeline requires trusted data. Which of the following example describes a need for trusted data?

- A. Leads are tracked in separate systems, not accessible by all
- B. Leads are qualified but not routed to the right people
- C. As business matures, it becomes difficult to identify right prospects
- D. Campaigns are launched without communicating the follow-up plan

Answer: C

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