

New Sales-Cloud-Consultant Test Answers - Latest Sales-Cloud-Consultant Test Cost



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Salesforce Sales-Cloud-Consultant Certification Exam consists of 60 multiple-choice questions that must be completed in 105 minutes. Sales-Cloud-Consultant exam is administered online and can be taken from anywhere, provided there is a reliable internet connection. Salesforce recommends that candidates prepare for the exam by reviewing the Salesforce Sales Cloud Consultant study guide, attending Salesforce training courses, and gaining hands-on experience with Salesforce Sales Cloud.

To prepare for the Salesforce Sales-Cloud-Consultant exam, candidates must have a thorough understanding of sales cloud solutions, salesforce automation, and sales process design. They can prepare for the exam by attending training courses, reading study materials, and taking practice exams. Salesforce provides various resources and study materials that can help candidates prepare for the exam.

Achieving the Salesforce Certified Sales Cloud Consultant certification is a great way for professionals to demonstrate their expertise in sales cloud consulting. It can help individuals advance their career in the Salesforce ecosystem by opening up new job opportunities and showcasing their skills to potential employers. Additionally, companies that work with Salesforce often look for certified professionals to ensure that they are getting the highest level of expertise and knowledge when it comes to implementing and using the Sales Cloud.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q130-Q135):

NEW QUESTION # 130

Universal Containers sells three unique products and each product has its own sales process. The company qualifies prospects for the three products in a consistent manner; however, once the customer has shown interest, the sales representatives must follow the

relevant products sales process. What solution should a consultant recommend to meet these requirements? Choose 2 answers

- A. Create sales stages that align with opportunity record types.
- B. Define the default opportunity teams for each opportunity record type.
- C. Configure opportunity record types for each sales process.
- D. Define sales processes to map to each opportunity record type.

Answer: C,D

NEW QUESTION # 131

A consultant is meeting with a nonprofit client for the first time to discuss implementing the Salesforce Nonprofit Success Pack. The client outlines their current processes, including the standard and custom objects they use in Salesforce.

What two topics should the consultant consider during the analyze phase of the implementation?

Choose 2 answers

- A. Suggest a new process for gathering lead and campaign data.
- B. Establish specific topics for end user admin training.
- C. Identify stakeholders and create a project team.
- D. Discuss implementation timelines and potential barriers.

Answer: B,C

NEW QUESTION # 132

How is Campaign influence different from ROI reports?

Answer:

Explanation:

'Campaign influence' tracks pipeline and revenue for multiple campaigns, and ties all campaigns of a contact role to that opportunity for pipeline and ROI reporting. Reporting provides a view of the value generated through the creation of opportunities.

NEW QUESTION # 133

Cloud Kicks (CK) has requested a Statement of Work (SOW) that clearly details who will train users on new features and how the training will be delivered.

Which section of a SOW should the consultant discuss with CK to meet the requirement?

- A. Terms and Conditions
- B. Scope
- C. Background

Answer: C

NEW QUESTION # 134

Cloud Kicks is implementing Sales Cloud and has asked a consultant to create an architecture diagram of the system.

Which stage of the project lifecycle does this fall under?

- A. Design
- B. Document
- C. Test
- D. Plan

Answer: A

NEW QUESTION # 135

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