

New Salesforce Sales-Cloud-Consultant Dumps - Get Ready With Sales-Cloud-Consultant Exam Questions



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To become a Salesforce Certified Sales Cloud Consultant, candidates need to have a deep understanding of the Sales Cloud platform and how it can be used to improve sales performance. Salesforce Certified Sales Cloud Consultant certification exam covers topics such as sales process design, sales forecasting, lead management, opportunity management, and account management.

Salesforce Sales-Cloud-Consultant certification is a highly respected and globally recognized certification for professionals in the field of sales cloud consulting. Sales-Cloud-Consultant Exam is challenging but rewarding, and passing it is an excellent way to advance your career. To prepare for the exam, candidates must have a thorough understanding of sales cloud concepts and best practices and hands-on experience in implementing sales cloud solutions. Salesforce offers a variety of resources to help prepare for the exam, and candidates can also connect with other professionals in the field to learn more.

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Salesforce Sales Cloud Consultant certification exam is a comprehensive test that covers a wide range of topics related to Sales Cloud, including sales processes, lead and opportunity management, forecasting, and collaboration. It also covers topics such as sales analytics, sales performance management, and mobile solutions. Sales-Cloud-Consultant Exam is designed to assess a candidate's ability to understand business requirements, design and implement Sales Cloud solutions, and manage the ongoing maintenance and support of those solutions.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q104-Q109):

NEW QUESTION # 104

Cloud Kicks wants the sales operations team to be able to process customer credit card payments within Salesforce. Which approach should the consultant recommend to meet this requirement?

- **A. Utilize an application from the AppExchange.**

Answer: A

NEW QUESTION # 105

Most common integrations in a marketing organization take place when...

- A. Campaign Management
- B. Revenue Management (forecasting)
- C. Lead Qualification
- **D. Lead Generation**

Answer: D

NEW QUESTION # 106

CORRECT TEXT

What are forecast categories?

Answer:

Explanation:

Best

Case includes amounts you are likely to close, closed/won opportunity amounts, and amounts in the Commit category Closed includes amounts for closed/won opportunities Commit includes amounts you are confident about closing and closed/won opportunity amounts Omitted means the amount does not contribute to your forecast Pipeline includes amounts from all open opportunities

NEW QUESTION # 107

Sales reps at Cloud Kicks (CK) often receive important customer emails they want to record as activities related to contacts in Salesforce. CK has Office 365, as well as a policy that prevents users from installing anything directly on their computers. Which solution should a consultant recommend meeting this requirement?

- **A. Einstein Activity Capture**
- B. Salesforce Console for Sales
- C. Salesforce for Outlook
- D. Lightning Console for Sales

Answer: A

Explanation:

Einstein Activity Capture is a Salesforce feature that automatically syncs emails and events from Office 365 (or Gmail) to Salesforce. Users do not need to install anything on their computers, as the feature works in the cloud. Users can also choose which emails and events to sync, and relate them to contacts, accounts, opportunities, or other records in Salesforce. Einstein Activity Capture can help users save time and keep track of their customer interactions. Verified References: [Einstein Activity Capture]

NEW QUESTION # 108

Cloud Kicks recently launched Sales Cloud. Admins need to know the pages with the highest traffic. Which option should a consultant recommend to meet this requirement?

- A. Install the Salesforce Adoption Dashboards package from AppExchange.
- B. Create a custom report based on Lightning Usage By Browser Metrics.
- C. Create a custom report based on Lightning Exit By Page Metrics.

Answer: A

Explanation:

To understand which pages receive the highest traffic, installing the Salesforce Adoption Dashboards package from AppExchange is recommended. Here's why:

- * Pre-Built Insights: The Adoption Dashboards package provides pre-built reports and dashboards that track user engagement, including page views, logins, and feature usage, which helps admins quickly identify which pages are most frequently accessed.
- * Efficiency and Ease of Use: This package eliminates the need for custom report building and offers insights into user behavior right out of the box, making it easier for admins to monitor adoption and engagement.
- * Salesforce Best Practices: Salesforce recommends using adoption dashboards to measure user engagement and optimize usage. The package is specifically designed to track and improve Salesforce adoption effectively.
- * References: Information on Salesforce Adoption Dashboards can be found in the Salesforce AppExchange and related documentation, which details installation and usage.

In summary, installing the Salesforce Adoption Dashboards package from AppExchange (Option A) provides Cloud Kicks with comprehensive, easy-to-use tools for tracking page traffic and user engagement.

NEW QUESTION # 109

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