

New Salesforce Sales-Cloud-Consultant Mock Exam - New Sales-Cloud-Consultant Test Cram



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To prepare for the Salesforce Sales-Cloud-Consultant Exam, candidates should have a good understanding of the Salesforce Sales Cloud platform and its features. There are many resources available to help candidates prepare for the exam, such as official Salesforce training courses, study guides, practice exams, and online forums. It is important to note that the exam is updated regularly to reflect changes in the Salesforce platform, so it is important to stay up-to-date with the latest developments in the field to ensure success on the exam.

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Overall obtaining Sales-Cloud-Consultant certificate can be a valuable investment in your professional career. As it can help you to stand out in a competitive market, more career opportunities, and advancement of your career. To gain all these advantages you just need to enroll in the Salesforce Sales-Cloud-Consultant Certification Exam and put all your efforts to pass this challenging Sales-Cloud-Consultant exam with flying colors.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q12-Q17):

NEW QUESTION # 12

Which of the following descriptions best describe Chatter?

- A. A library that allows access to documents
- B. A content management tool for users who seek information

- C. A data enrichment tool that maintains updated data
- **D. A collaboration tool**
- E. A tool for extending pricing proposals to customers

Answer: D

NEW QUESTION # 13

You can apply a discount to the entire quote; there is no need to apply discounts to individual line items in the quote.

- **A. False**
- B. True

Answer: A

NEW QUESTION # 14

CORRECT TEXT

What is a summary report?

Answer:

Explanation:

Summary

reports are similar to tabular reports, but also allow users to group rows of data, view subtotals, and create charts. They can be used as the source report for dashboard components. Use this type for a report to show subtotals based on the value of a particular field or when you want to create a hierarchical list, such as all opportunities for your team, subtotaled by Stage and Owner. Summary reports with no groupings show as tabular reports on the report r

NEW QUESTION # 15

Cloud Kicks (CK) recently implemented Einstein Opportunity Scoring in its production org. CK is using the Amount field in its Opportunity Scoring model.

What will a user without access to the Amount field on the Opportunity object observe?

- **A. The Amount field will be hidden from the contributing factors section.**
- B. The Opportunity Score field and the Amount field will be hidden for that user.
- C. The Amount field will display an error in the contributing factors section.

Answer: A

Explanation:

In Einstein Opportunity Scoring, if a user lacks access to a field (such as the Amount field) that is used as a contributing factor, that field is omitted from the scoring details that the user sees. Salesforce respects field-level security settings, so users without permission to view certain fields will not see those fields in the contributing factors section. Instead, the scoring model will still display, but without the restricted fields in the breakdown of contributing factors.

NEW QUESTION # 16

You want to sync a new quote with its opportunity, but an old quote is already syncing. What should you do first?

- A. Uncheck the syncing checkbox for the old quote
- B. Check the syncing checkbox for new quote in the quote related list on the opportunity
- **C. Stop the syncing for the old quote**
- D. Open new quote detail page so you can start syncing process

Answer: C

NEW QUESTION # 17

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