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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q99-Q104):

### NEW QUESTION # 99

The Cloud Kicks (CK) IT team wants to enable Person Accounts in its Salesforce org.  
Which three prerequisites must be met before the consultant can enable Person Accounts?  
Choose 3 answers

- A. At least one Record Type should be created for Accounts.
- B. User Profiles with Read access to Accounts must also have Read access to Contacts.
- C. The organization-wide default sharing is set so either Contact is Controlled by Parent or both Account and Contact are Private.
- D. The CK customer portal must be disabled to allow Person Account self-registration in the future.
- E. The organization-wide default for both Accounts and Contacts should be set to Public Read/Write.

**Answer: A,B,C**

Explanation:

These are the prerequisites for enabling Person Accounts in a Salesforce org, as stated in the documentation. Person Accounts are a special type of account that combines account and contact data into a single record. They are useful for B2C scenarios where individuals are customers rather than organizations.

#### NEW QUESTION # 100

Cloud Kicks has identified the KPIs it wants to track for the year. The inside sales team wants a visual way to see the team's progress for the year.

What should the consultant recommend to meet the requirement?

- A. Set up a Path based on the KPIs.
- B. Modify a report based on KPIs.
- **C. Set up a dashboard with the KPI reports.**
- D. Install a KPI Tracker app from the AppExchange.

**Answer: C**

#### NEW QUESTION # 101

Cloud Kicks needs to associate some contacts with many accounts.

Which solution should a consultant recommend to meet this requirement?

- A. Add multiple custom Account lookup fields on the Contact.
- B. Use the Contact Roles related list on Accounts.
- **C. Use the Contact to Multiple Accounts feature.**

**Answer: C**

Explanation:

To associate contacts with multiple accounts, using the Contact to Multiple Accounts feature is the ideal solution. Here's why:

**Built-In Feature:** Salesforce provides the Contact to Multiple Accounts feature as a standard capability, allowing a single contact to be associated with multiple accounts without needing custom fields or objects.

**Relationship Management:** This feature allows users to specify the role of the contact in relation to each account, which helps Cloud Kicks manage complex relationships across various accounts.

**Salesforce Best Practices:** Salesforce recommends utilizing standard features like Contact to Multiple Accounts to avoid unnecessary customization and ensure compatibility with Salesforce updates.

**Reference:**

In summary, using the Contact to Multiple Accounts feature (Option A) is the recommended approach for associating contacts with multiple accounts.

#### NEW QUESTION # 102

Northern Trail Outfitters' European and Asia specific sales team have different business requirements on how to create new opportunities. The team must configure a set of geographically-specific fields relevant only to their team as well as common fields that both teams will utilize. Additionally, each team should NOT be able to report on the other's region specific-fields.

- A. Utilize Visualforce to build an opportunity page that dynamically checks the user's region to determine which fields to display.
- B. Create a separate page layouts and record types for each of the regional sales team.
- **C. Implement field-level security to allow access to fields for the respective regional sales team.**
- D. Build a custom object with private sharing to capture the additional fields as a separate record.

**Answer: C**

#### NEW QUESTION # 103

Universal Containers (UC) sales reps want to be assigned quality leads.

Which action should the consultant recommend to improve UC's process to produce higher quality leads?

- A. Create 4 custom field on the Lead object to generate a lead score to determine lead quality.

- B. Analyze historical data on closed leads and conversions to improve the quality of leads.
- C. Identify business metrics and factors, then use picklists and formula fields to ensure data consistency.

**Answer: B**

## NEW QUESTION # 104

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