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Salesforce Certified Sales Cloud Consultant Sample Questions (Q148-Q153):

NEW QUESTION # 148
Cloud Kicks sales representatives are allowed to negotiate up to a 5% discount for the Shoe of the Month dub. Regional sales managers (RSMs) must approve discounts greater than 5%. Regional vice presidents (RVPs) also must approve discounts greater than 10%.
Which two steps should a consultant recommend to satisfy these requirements7 Choose 2 answers

- A. Create two Approval Processes, one with the RSM and one with the RVP.
- B. Use Process Builder to send an approval Task and email to the RSM and RVP.
- C. Create a two-step Approval Process with the RSM and RVP as approvers.
- D. Use Process Builder to automatically submit approvals over a 5% discount.

Answer: C,D

Explanation:
Using Process Builder to automatically submit approvals over a 5% discount and creating a two-step Approval Process with the RSM and RVP as approvers are two steps that can satisfy the requirements of approving discounts for the Shoe of the Month club. Process Builder is a tool that allows users to create processes that automate actions or tasks based on certain criteria or triggers. Approval Process is a process that requires one or more users to approve or reject records before they can be finalized or completed. By using Process Builder to automatically submit approvals over a 5% discount, Cloud Kicks can ensure that any opportunity for the Shoe of the Month club that has a discount greater than 5% is sent for approval without requiring manual intervention from sales representatives. By creating a two-step Approval Process with the RSM and RVP as approvers, Cloud Kicks can ensure that discounts greater than 5% are approved by regional sales managers (RSMs) and discounts greater than 10% are also approved by regional vice presidents (RVPs).

NEW QUESTION # 149
Up to this point, two sales reps have had separate Accounts and Opportunities. Sales rep A wants to Include sales rep B in a few Opportunities on one Account. Which two things will happen if Account Teams are enabled and used for this Account? Choose 2 answers

- A. Rep A can let rep B view one of the Opportunities on the Account.
- B. Rep A can let rep B view the Account but keep private Contacts.
- C. Rep A can let rep B view the Account but keep private Activities.
- D. Rep A can let rep B edit all Opportunities on the Account

Answer: B,D

NEW QUESTION # 150
How will a currency in a custom formula field display or report?

Answer:

Explanation:
Custom formula fields are not tied to any particular currency. If the result of a formula field is a currency amount, it displays in the currency of the associated record. This is also true for `cross-object formulas that reference merge fields with different currencies, and formulas in workflow rules and approval processes.

NEW QUESTION # 151
Universal Containers (UC) has launched Salesforce Chat and staffed its contact center with agents to chat with website visitors who ask questions about commercial containers. When UC used to outsource its contact center work, reports from the vendor showed that about 15% of chat conversations would result in a new lead. Management wants better visibility into Chat's influence on lead

creation in order to continue the program.
How can the consultant provide the insights UC needs to justify using Chat with internal contact center staff?

- A. Add a custom field on the Chat Transcript object so agents can check a checkbox when a conversation results in a new lead. Create a report using the custom field.
- B. Install the Chat (Live Agent) Dashboard package from the AppExchange. Add a chart to the dashboard to show the number of agent chats associated to new leads compared to the total number of agent chats for the period.
- C. Create a lead report that identifies the number of new leads with the lead source "Chat".
- D. Ask the marketing department to provide the program with Google Analytics data for the commercial containers web pages.

Answer: A

NEW QUESTION # 152
Cloud Kicks is expanding to international markets, but some products are not visible in the international price book. Which two steps should be taken? Choose 2 answers

- A. Check to ensure the products have been added to the price book.
- B. Check that the products have a standard price in the list price field.
- C. Activate the price book
- D. Activate the products in the price book.
- E. Check that the products have a $0 list price

Answer: A,B

NEW QUESTION # 153
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