

Quiz Salesforce - Updated Exam Sales-Cloud-Consultant Quick Prep



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Salesforce Sales-Cloud-Consultant Exam is intended for professionals who have experience working with Salesforce Sales Cloud and are interested in becoming certified. Salesforce Sales-Cloud-Consultant experts have a deep understanding of Sales Cloud requirements and solutions, which they leverage to create optimized sales processes for their clients. The experts use Salesforce's powerful CRM tools to implement sales performance improvement programs, streamline sales processes, and maximize the effectiveness of sales teams, and achieve a high degree of customer satisfaction.

>> Exam Sales-Cloud-Consultant Quick Prep <<

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q169-Q174):

NEW QUESTION # 169

UC requires that account plans be created for all accounts. The account plans have been set up as a custom object with a lookup relationship. The sharing model is private for account plans. UC would like to assign the same access to the account plan record as to the associated account. What solution should a consultant recommend for these scenarios?

- A. Create sales team users with read access to the account plans object.
- B. Create a trigger on account plans that adds a manual share automatically to the account owner.
- C. Apply manual sharing to the account owner after each account plans record is created.
- D. Modify the account plans object to be in a master-detail relationship with accounts.

Answer: D

NEW QUESTION # 170

Universal Containers sells products that require frequent collaboration with the same team of individuals who play a key role in closing deals. The lead sales representative determines the level of access for each of the collaborating team members on the opportunity. What solution should the consultant recommend to facilitate the collaboration of the lead sales representative and team members?

- A. Create a public groups for extended team members and allow the sales representative to assign manual sharing on their opportunities.
- B. Define a sharing rule for each lead sales representative to assign appropriate access for all extended team members
- C. Enable chatter to have the lead sales representative facilitate collaboration through sales team sharing
- **D. Configure default opportunity teams for all lead sales representatives with team selling enabled**

Answer: D

NEW QUESTION # 171

The Cloud Kicks sales team works with two different types of Leads: distributors and retailers. Cloud Kicks' management wants the sales team to follow two different lead qualification processes before converting the Lead into an Opportunity. Which three actions should a Consultant recommend to meet this requirement? Choose 3 answers

- A. Add Leads to different campaigns to determine if they are distributor or retailer Leads.
- B. Create a new profile and only assign one Lead record type to it.
- **C. Create distributor and retailer Lead record types.**
- D. Set up Opportunity splits to measure how different types of Leads are converted.
- **E. Create retailer and distributor Lead processes.**
- **F. Create Status picklist values to accommodate the different qualification statuses for different types of Leads.**

Answer: C,E,F

NEW QUESTION # 172

CORRECT TEXT

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 # 173

What are the 5 types of dashboard components?

Answer:

Explanation:

1. Chart
2. Table
3. Gauge
4. Metric
5. VF Page

NEW QUESTION # 174

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