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Salesforce Certified Sales Cloud Consultant Sample Questions (Q16-Q21):

NEW QUESTION # 16
Cloud Kicks recently started using Sales Cloud and hosts its business website outsite of Salesforce. On its website, Cloud Kicks has a lead generation web page. The VP of Sales wants the Leads captured in its self-hosted website to be reflected in Salesforce. What should Consultant reccomend?

- A. Implement Salesforce Connect to create Leads in Salesforce from the Cloud Kics website.
- B. Implement the SOAP web service API to send Leads from the Cloud Kicks website to Salesforce.
- C. Implement Web-to-Lead to create Leads in Salesforce from the Cloud Kicks website.
- D. Implement the REST web service API to send Leads from the Cloud Kicks website to Salesforce.

Answer: C

NEW QUESTION # 17
Cloud Kicks (CK) has just started selling its products internationally. Management wants Salesforce Opportunities and forecasting to reflect the respective currency of CK's prospects which include the U.S.
dollar, euro, British pound, and Japanese yen.
In which two ways will this impact the existing CK price book?
Choose 2 answers

- A. Each user can select their personal currency.
- B. Every currency price needs to be added to all of the products in the standard price book.
- C. Opportunities to multinationals can induce more than one currency.
- D. Each currency requires its own custom price book

Answer: C,D

Explanation:
According to the Salesforce Sales Cloud Consultant Study Guide, in order to support multiple currencies in Salesforce Opportunities and forecasting, each currency requires its own custom price book. It is not necessary for each user to select their personal currency or for every currency price to be added to all of the products in the standard price book.

NEW QUESTION # 18
Cloud Kicks (CK) operates in multiple countries and wants to track historical exchange rates. The consultant at CK has implemented dated exchange rates by using Advanced Currency Management.
How is the converted currency amount calculation on opportunities determined?

- A. The close date only when the opportunity stage is closed
- B. The date the opportunity stage is closed regardless of the close date
- C. The close date regardless of the opportunity stage

Answer: C

Explanation:
When using Advanced Currency Management with dated exchange rates, the converted currency amount is determined based on the opportunity's close date, regardless of the opportunity stage. Here's why:
* Currency Conversion Based on Close Date: Advanced Currency Management applies the exchange rate effective on the opportunity's close date, which means that the conversion is tied specifically to this date and does not depend on the opportunity's stage.
* Accurate Historical Currency Data: This setup ensures that historical exchange rates accurately reflect the currency rate as of the close date, providing precise financial reporting.
* Salesforce Documentation: Salesforce outlines that Advanced Currency Management uses the close date for converting amounts

on opportunities to account for dated exchange rates, providing consistency across all transactions.
In summary, the close date regardless of the opportunity stage (Option C) determines the converted currency amount when Advanced Currency Management is enabled.

NEW QUESTION # 19

Cloud Kicks (CK) has just completed its initial Sales Cloud implementation. The leadership team at CK wants to improve the rate of user adoption, What should the consultant recommend?

- A. Create a report to track the login rate over the last 7 days.
- B. Conduct a requirements workshop to gather user stories.
- C. Add an Approvals process to the Opportunity object to enforce data standards.
- D. Create a Slack channel to gather and discuss feedback from users.

Answer: A

NEW QUESTION # 20

Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to know which territory has the most closed deals in a month. The territory hierarchy has three branches with child territories, with forecast managers assigned to a few of them.
Which two actions can forecast managers perform? (Choose two.)

- A. They can share their forecast with any external user.
- B. They can add territories to the hierarchy.
- C. They can share their forecast with any Salesforce user.
- D. They can share their summary view with any Salesforce user.
- E. They can see all of their territory forecasts in a single-page summary view.

Answer: C,E

NEW QUESTION # 21

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