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Salesforce Certified Sales Cloud Consultant Sample Questions (Q70-Q75):

NEW QUESTION # 70

Universal containers wants to send out an email promotion on a monthly basis to a list of 50,000 leads. What should a consultant recommend to meet this requirement?

- A. Create an email alert workflow rule to send the email to the leads monthly
- B. Create a lead assignment rule to send the email to the leads monthly
- C. Use an email execution vendor to send emails for marketing campaigns
- D. Use the standard salesforce mass email tool located on the leads tab

Answer: C

NEW QUESTION # 71

Universal Containers has many customers that repeat the same purchase on a regular basis. These customers are classified as a repeat account type. Sales management wishes to use Salesforce to automate repeat opportunities. What should a consultant recommend to meet this requirement?

- A. Develop an Apex trigger to set an opportunity revenue schedule that automatically sets up a new opportunity for repeat accounts when it reaches closed/won stage.
- B. Configure a workflow rule for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed /won stage.
- C. Configure a workflow rule for repeat accounts that sends a reminder task to the sales representative to create a new opportunity when it reaches closed/won stage.
- D. Develop an Apex trigger for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed /won stage.

Answer: D

NEW QUESTION # 72

Which of the following stage should be matched with the Forecast Category "Pipeline"?

- A. Late pipeline stages
- B. Closed and Won
- C. Closed and Lost
- D. Early pipeline stages
- E. Mid pipeline

Answer: D

NEW QUESTION # 73

Forecast Category "Closed" can be summarized as:

- A. Closed
- B. Closed + Commit
- C. Commit + Best Case + Pipeline
- D. Closed + Commit + Best Case

Answer: A

NEW QUESTION # 74

CORRECT TEXT

Can a mobile user still manage approvals if they are not logged into salesforce?

Answer:

Explanation:
Yes

. By enabling approvals by email a user can review

NEW QUESTION # 75

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