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To become a Salesforce Certified Sales Cloud Consultant, professionals must pass the Sales-Cloud-Consultant certification exam. Sales-Cloud-Consultant exam covers a range of topics, including sales process design, sales forecasting and pipeline management, territory management, and customer relationship management. Sales-Cloud-Consultant exam is designed to test both theoretical knowledge and practical application of these concepts, and requires a comprehensive understanding of the Salesforce Sales Cloud platform. With the Sales-Cloud-Consultant certification, professionals can demonstrate their expertise and advance their careers in sales and business development.

To prepare for the Sales-Cloud-Consultant Exam, Salesforce offers a variety of resources, including official study guides, practice exams, and online training courses. Additionally, candidates can find a wealth of information and support through the Salesforce community, where they can connect with other professionals who have already taken the exam and learn from their experiences.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q125-Q130):

NEW QUESTION # 125

Cloud Kicks has hired a consultant to help with its quoting process. The consultant has determined that some quote custom fields should be viewed from the Opportunity.

What should a consultant consider when implementing the custom fields?

Answer:

Explanation:

Related Quote items on all Quotes are impacted when an Opportunity Line Item is deleted.

NEW QUESTION # 126

What is the capability of Chatter Groups? Choose 2 answers

- A. Chatter group owners can delete other users' posts in groups they own.
- B. Administrators can choose which custom object records can be added to groups.
- C. Chatter group owners can write a group description of any length.
- D. Administrators can assign non-unique names to any Chatter group.

Answer: A,B

NEW QUESTION # 127

The Cloud Kicks sales manager wants to deploy dynamic dashboards to show sales effectiveness in areas that sales members operate and manage.

Which two considerations should the consultant advise the sales manager about dynamic dashboards?

Choose 2 answers

- A. Dynamic dashboards must be manually refreshed.
- B. Dynamic dashboards must be saved In public or shared folders.
- C. Dynamic dashboards allow all users to view data as any user.
- D. Dynamic dashboards require users to follow each component

Answer: B,D

NEW QUESTION # 128

Universal Containers has a large sales department that is dispersed worldwide. Sales managers want greater visibility into the opportunities in progress with their respective teams and would like to receive email notifications when key opportunity fields are changed (e.g., amount or sales stage). However, individuals would like to control the frequency of their email notifications. Which solution should a consultant recommend for this scenario?

- A. Configure the opportunity teams for opportunities so that only interested sales users are receiving '-' notifications.
- B. Define a workflow rule and email task that is triggered when key fields are updated to new values.
- C. Configure the individual Salesforce for Outlook email settings to control notification frequency.
- **D. Configure Chatter and its related notification settings to provide relevant updates to interested sales '-' managers.**

Answer: D

NEW QUESTION # 129

Universal Containers is migrating data from a legacy system into Salesforce.

Which two considerations should a consultant take into account when importing Campaign Members?

Choose 2 answers

- A. Leads, Contacts, and Business Accounts can be Campaign Members.
- **B. The Campaign ID is required in the import file.**
- C. The Status of the Campaign Member is optional.
- **D. The Marketing User feature license must be assigned.**

Answer: B,D

NEW QUESTION # 130

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