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## Certification Path

There is no prerequisite for this exam.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q119-Q124):

#### NEW QUESTION # 119

Universal Containers wants to track the campaigns that influence won opportunities. Using standard functionality, what should a consultant recommend to meet this requirement? Choose 2 answers

- A. Add campaigns to opportunities when the campaign is related to a contact that is assigned a contact role '-' on the opportunity prior to the close date.
- B. Have representatives populate a field on the opportunity record with the dollar amount of the expected '-' revenue from the campaigns that influenced the opportunity.
- C. Have the administrator specify a time frame that limits the time a campaign can influence the opportunity '-' after the campaign first associated date and before the opportunity created date.
- D. Automatically add child campaigns of the primary campaign source if the child campaigns have an end '-' date that falls before the opportunity close date.

**Answer: B,C**

#### NEW QUESTION # 120

Northern Trail Outfitters (NTO) has recently started using forecasting in collaboration with sales stages to better understand pipeline. All sales reps have submitted their forecasting numbers for approval. The VP of sales is reviewing the forecast and sees that the open opportunity pipeline report contains a total of \$25,000. The VP of sales then notices that there is \$15,000 that is not included in the pipeline forecast summary. What should a consultant suggest as a possible reason for exclusion?

- A. The \$15,000 is business that had already been lost and, therefore, is excluded from the pipeline forecast summary
- B. The \$15,000 is business that is too new and has been assigned to the Omitted forecast category
- C. The \$15,000 is business that is in the Best case category, which is excluded from the pipeline forecast summary
- D. The \$15,000 is business that is in the commit category, which is excluded from the pipeline forecast summary\*

**Answer: A**

#### NEW QUESTION # 121

Universal Containers supports two lines of business: shipping and freight. The sales cycle for freight deals is more complex and involves more stages than the shipping sales cycle. Which solution should a consultant recommend to meet these business requirements?

- A. Create different record types sales processes for each line of business, and use workflow field updates to assign stages.
- B. Create different record types sales processes for each line of business, and assign different sales processes to each page layout.
- C. Create different record types sales processes for each line of business, and assign different page layouts to each record type.
- D. Create different record types sales processes for each line of business, and assign different stages to each page layout.

**Answer: C**

#### NEW QUESTION # 122

Northern Trail Outfitters has its sales support team enter new prospecting leads for sales representatives. Which three actions should be implemented to enforce data quality and accuracy once the new lead has been qualified and the opportunity has been created to track the deal? Choose 3 answers

- A. Map custom fields to corresponding opportunity fields
- B. Create an Apex trigger to perform data quality checks.
- C. Enable validation rules on the lead
- D. Enable the lead conversion permission
- E. Enable validation rules on the opportunity

**Answer: A,C,D**

#### **NEW QUESTION # 123**

The VP of sales at Cloud Kicks wants the sales team to use the Salesforce mobile app to complete their tasks. The sales team needs to create and edit leads, contacts, and opportunities with ease.

Which two features should the consultant recommend for the sales team to use?

Choose 2 answers

- A. Mobile Smart Actions
- B. Quick Actions
- C. Einstein Activity Capture
- D. Lightning Mobile Component

**Answer: A,B**

#### **NEW QUESTION # 124**

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