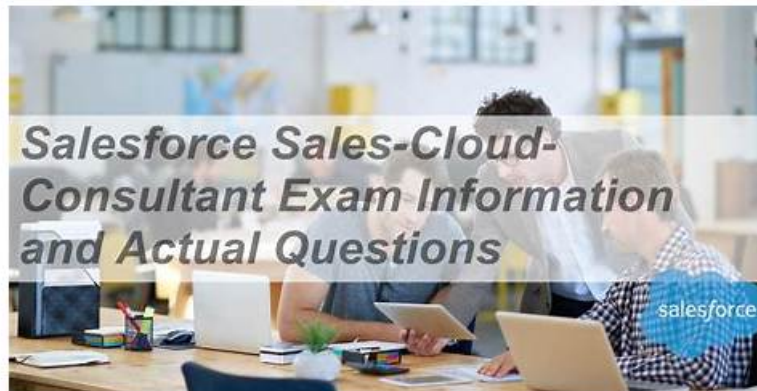


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Salesforce Certified Sales Cloud Consultant Sample Questions (Q180-Q185):

NEW QUESTION # 180

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to sales cloud.

Which solution should the consultant recommend?

- A. Data Import Wizard

- B. Third-party tool
- C. Batch Apex
- D. Data Loader

Answer: B

Explanation:

Using a third-party tool is the best solution for migrating large volumes of data from a legacy CRM application to Salesforce. A third-party tool is a software application that connects to both systems and provides features such as data mapping, transformation, validation, deduplication, and error handling. Some examples of third-party tools are Informatica Cloud, Jitterbit Data Loader, or Talend Open Studio.

NEW QUESTION # 181

UC uses a seven-step selling methodology. Each sales stage corresponds with a step in the methodology. The first stage is a preliminary qualification step, and opportunities in this stage should not contribute to the forecast. What should a consultant recommend for this scenario? Choose 2 answers

- A. Instruct sales users to enter SO for the opportunity amount.
- B. Assign 0% probability to the first sales stage.
- C. Override the forecast to be \$0 for first stage opportunities.
- D. Configure the first stage with the omitted forecast category.

Answer: B,D

NEW QUESTION # 182

Each product engineer at Cloud Kicks supports 3 specific product lines. There are three product lines. Sales reps sell all the company's product lines; Sales management wants the appropriate product engineer automatically assigned to any new Opportunity for their product line with Read-Only rights.

What are two actions the consultant can take to meet the requirement?

Choose 2 answers

- A. Enable Default Opportunity Teams for the Opportunity.
- B. Create criteria-based opportunity sharing rules for each product line.
- C. Enable Default Account Teams for each product line.
- D. Manually assign a product-specific role to each product engineer.

Answer: B,D

Explanation:

A). Create criteria-based opportunity sharing rules for each product line. This allows you to specify criteria for sharing an Opportunity with a specific user or group of users. For example, you could create a rule that shares an Opportunity with the product engineer when the Opportunity has a certain product line assigned to it.

B). Enable Default Opportunity Teams for the Opportunity. This allows you to set a default Opportunity Team for an Opportunity, which will automatically assign the product engineer to the Opportunity when it is created. This is useful when you need to assign a specific user to multiple Opportunities.

NEW QUESTION # 183

Universal Containers sells two product lines that each use a distinct selling methodology. Additionally, each product line captures different information that is used to sell the products. What should a consultant recommend to support selling the two product lines?

- A. Create two page layouts, one opportunity record type, and one workflow rule to assign the correct page layout to the record type.
- B. Create two sales processes and two page layouts; assign them to two different opportunity record types for each product line.
- C. Create one page layout, two sales processes, and validation rules to capture relevant opportunity information.
- D. Create two page layouts and two sales processes; assign them to the respective product lines to collect relevant information.

Answer: B

NEW QUESTION # 184

Universal Containers (UC) sales reps want to be assigned quality leads.

Which action should the consultant recommend to improve UC's process to produce higher quality leads?

- **A. Analyze historical data on closed leads and conversions to improve the quality of leads.**
- B. Identify business metrics and factors, then use picklists and formula fields to ensure data consistency.
- C. Create 4 custom field on the Lead object to generate a lead score to determine lead quality.

Answer: A

Explanation:

To improve lead quality, analyzing historical data on closed leads and conversions provides insights into the characteristics of successful leads. By identifying patterns in leads that converted successfully, Universal Containers can refine their lead scoring criteria and ensure that high-quality leads are prioritized.

* Data-Driven Lead Qualification: Analyzing historical data allows the organization to determine which attributes are associated with high conversion rates, leading to better targeting and qualification processes.

* Continuous Improvement: This approach enables iterative refinement of lead qualification criteria, helping to maintain a focus on leads with a higher probability of conversion.

Option A (using picklists and formula fields) ensures data consistency but does not directly improve lead quality. Option B (creating custom fields for lead scoring) is useful but should be informed by historical data analysis. For more guidance on lead quality improvements, refer to Salesforce's Lead Management Best Practices.

NEW QUESTION # 185

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