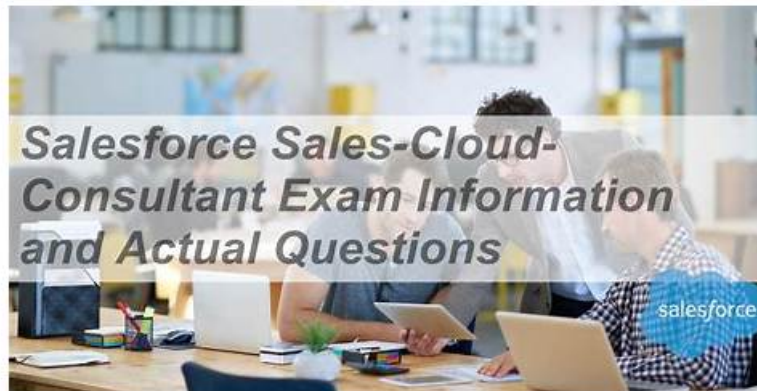


Sales-Cloud-Consultant Valid Exam Format - Exam Sales-Cloud-Consultant Book



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Upon passing the Salesforce Sales-Cloud-Consultant Certification Exam, individuals will earn the title of Salesforce Certified Sales Cloud Consultant. Salesforce Certified Sales Cloud Consultant certification demonstrates that the individual has the knowledge and skills necessary to implement and manage Salesforce Sales Cloud solutions in a customer-facing role. Salesforce Certified Sales Cloud Consultant certification is recognized by employers and can help individuals advance their career in sales and business analysis.

Salesforce Sales-Cloud-Consultant Certification Exam covers a wide range of topics, including Sales Cloud applications, marketing automation, lead management, and forecasting. Sales-Cloud-Consultant exam is designed to test the candidate's knowledge of sales cloud solutions and their ability to apply this knowledge to real-world scenarios. Sales-Cloud-Consultant exam comprises 60 multiple-choice questions that have to be answered within 105 minutes, and the passing score is 68%.

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Many candidates find the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) exam preparation difficult. They often buy expensive study courses to start their Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) certification exam preparation. However, spending a huge amount on such resources is difficult for many Salesforce Sales-Cloud-Consultant Exam applicants. The latest Salesforce Sales-Cloud-Consultant exam dumps are the right option for you to prepare for the Salesforce Certified Sales Cloud Consultant (Sales-Cloud-Consultant) certification test at home.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q168-Q173):

NEW QUESTION # 168

Northern Trail Outfitters uses a third-party application for credit ratings. An external web-based credit application has to be launched from a customer's account record in Salesforce. The application uses a credit ID on the account object.

What should be created to meet this requirement?

- A. A workflow rule to launch the product fulfillment application and pass the credit ID
- B. A custom credit ID field as an external ID on the account to launch the credit application and pass the credit ID
- C. A custom button that calls an Apex trigger to launch the credit application and pass the credit ID

- D. A formula field that uses the hyperlink function to launch the credit application and pass the credit ID

Answer: D

NEW QUESTION # 169

What is the capability of Chatter feed post editing?
Choose 2 answers

- A. Record owners can edit other users' posts on records they own.
- B. Users can edit the text of their own Chatter posts.
- C. Group owners can edit system-generated posts in Chatter groups
- D. Record owners can see previous versions of an edited post.

Answer: A,B

NEW QUESTION # 170

Which role is interested in the report "Sales Activity by Client Last Week"? (Select all that apply)

- A. Sales Manager
- B. VP of Sales
- C. Sales Operations
- D. Sales Rep

Answer: A,D

NEW QUESTION # 171

Universal Containers (UC) has an Account Hierarchy of customer accounts, with parent accounts representing corporate headquarters and child accounts representing franchises. The VP of sales believes that many franchises are missing from UC's Sales Cloud org because sales reps are unaware of them.
What should the consultant recommend to fill in the missing franchises?

- A. Implement a data enrichment package from AppExchange.
- B. Download the Data Quality Analysis Dashboard from AppExchange.
- C. Utilize Sales Engagement to add an External ID to the data.

Answer: A

Explanation:

The best practice for filling in missing data such as franchise accounts is to implement a data enrichment package from AppExchange. These packages can automatically update and fill in missing data by pulling in information from external sources. According to Salesforce documentation, data enrichment tools on AppExchange can help in identifying and adding missing account data, thereby ensuring that the sales reps have the complete and accurate information they need. This method is more comprehensive and efficient compared to adding external IDs or using a data quality dashboard, which primarily provides analysis rather than enrichment.

NEW QUESTION # 172

Universal Containers wants articles to be suggested to agents based on information they are typing into the case.
Which solution should a consultant recommend?

- A. Enable the Knowledge sidebar related list on the case page layout.
- B. Implement a Salesforce Console for Service and enable the Knowledge sidebar on the case pagelayout.
- C. Create a Visualforce page called Knowledge sidebar on the case page layout.
- D. Enable the Knowledge sidebar setting in the case support settings.

Answer: B

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