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The Salesforce Certified Sales Cloud Consultant certification exam focuses on the core cloud-based sales automation tools that include account and contact management, opportunity management, lead management, forecasting, collaborative forecasting, and campaign management. Candidates are tested on their knowledge of designing and implementing sales processes and the ability to leverage Salesforce to manage sales data, sales pipeline, and sales performance metrics. Sales-Cloud-Consultant Exam also includes assessing the candidate's knowledge of Salesforce Sales Cloud features like Sales Forecasting, Territory Management, Sales Performance Management, and Productivity.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q36-Q41):

NEW QUESTION # 36

Universal Containers recently enabled Chatter and has found it extremely helpful in the sales process. Given the success, Universal Containers would like to bring the competitive intelligence team into Salesforce to leverage Chatter to collaborate on opportunities when key competitors are identified. Which step should be considered when setting up the competitive intelligence team? Select two answers.

- A. Add the competitive intelligence team to Chatter groups organized by competitor.

- B. Set up each member of the competitive intelligence team with Chatter Free licenses.
- C. Set up each member of the competitive intelligence team with standard user licenses.
- D. Create a single user for the competitive intelligence team to share.

Answer: A,C

NEW QUESTION # 37

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.

What should a consultant recommend to yield better search results?

- A. Use quotation marks operator around contact's first and last name.
- B. Add LIKE keyword next to contact's full name in the search window.
- C. Add company name next to contacts full name in the search window.
- D. Use parentheses operator to limit search to the Contacts object.

Answer: A

Explanation:

Using quotation marks operator around contact's first and last name is a recommendation that can yield better search results when searching for contacts in global search. Global search is a feature that allows users to search for records or information across multiple objects and fields in Salesforce. Quotation marks operator is an operator that can be used in global search to find an exact phrase or match in a record or field. For example, searching for "John Smith" will return only records or fields that contain John Smith as an exact phrase or match, not John Doe or Adam Smith or John Smithson. By using quotation marks operator around contact's first and last name, Cloud Kicks users can narrow down their search results and find the contacts they are looking for more easily and quickly.

NEW QUESTION # 38

Universal Containers continues to see substantial growth year-over-year. Outside sales reps think the* territories are too dense to cover adequately. Leadership has decided to modify the existing sales territories and hire additional staff to make the account allocations more manageable. So the states will change from one territory to two or more smaller territories. In these instances, accounts will need to be reassigned to new territories.

Sales operations wants to review the territory account assignments and verify the accuracy before the changes are reflected in Sales Cloud.

How should the consultant show sales operations what the data will look like after the change?

- A. Use Data Loader to export the accounts and make updates in Google Sheets.
- B. Use Tableau to geocode account addresses and display on a territory map.
- C. Run the updated assignment rules in Planning State and view the accounts on the territory detail page.
- D. Install the Territory Management Reporting Pack from the AppExchange.

Answer: A

NEW QUESTION # 39

Cloud Kicks has sales teams distributed across global regions. The direction from sales leadership is to define access based on region. For example, users within the region have access to regional dashboards, while the leadership team has access to global dashboards. What should the Consultant recommend to meet this requirement?

- A. Create Dashboard folders for each regional sales team and one Dashboard folder for leadership team.
- B. Create region-based sales groups, one leadership group, and one Dashboard folder with View access.
- C. Create one Dashboard folder for all regions for both sales and the leadership team with View access.
- D. Create Dashboard folder for all regions' sales team and one Dashboard folder for the leadership team.

Answer: B

NEW QUESTION # 40

Management at Universal Containers wants to identify duplicate Leads in its org so marketing reps can clean them up later. What should a consultant do to ensure clean leads for the marketing reps?

- A. Create a Validation Rule to find duplicates.
- B. Create a formula field on Lead for duplicates.
- **C. Run a duplicate job with a Matching Rule.**

Answer: C

Explanation:

To identify duplicate Leads in Salesforce, a duplicate job using a Matching Rule is an effective approach.

Duplicate Jobs leverage pre-defined or custom matching criteria to identify records that may be duplicates, which can then be reviewed and cleaned up by marketing reps.

* Matching Rules and Duplicate Jobs: Matching Rules define how duplicate records are identified based on specific field criteria. A duplicate job uses these rules to scan records and generate a report of potential duplicates.

* Supporting Data Quality: This process is efficient for identifying duplicates on a large scale, which can then be reviewed and merged as necessary by marketing reps.

Option A (formula field) and Option B (validation rule) are not designed for detecting duplicates. For more information, refer to the Salesforce Duplicate Management documentation.

NEW QUESTION # 41

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