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Salesforce Certified Sales Cloud Consultant Sample Questions (Q31-Q36):

NEW QUESTION # 31

A Service Manager has just configured Live Agent at a company site. Now, the Agents cannot see the Live Agent footer component in the console.

Which configuration option should be verified?

- A. Verify that users are assigned the Live Agent user profile.
- B. verify that users have access to the Live Agent chat buttons.
- C. Verify that users are assigned the Live Agent feature license.
- D. Verify that users have access to the Live Agent public group.

Answer: A

NEW QUESTION # 32

Which task should be included in a business continuity plan for a contact center? (There are three correct answers.)

- **A. Route cases to agents in an alternate center.**
- B. Disable the Interactive Voice Response (IVR) system.
- **C. Deliver training on case handling for contingent staff.**
- D. Update the case status field values.
- **E. Monitor service level agreements (SLAs) and notify customers.**

Answer: A,C,E

NEW QUESTION # 33

Cloud Kicks has completed the discovery stage and leadership has aligned on the project's business goals. What should the consultant formalize with stakeholders before moving on to the next project stage?

- A. Onboard team members to start development of the solution.
- B. Create user stories to present for prioritization.
- **C. Define key metrics to identify how success will be measured.**

Answer: C

Explanation:

Before advancing from the discovery phase, it's essential to have a clear understanding of how success will be evaluated. By formalizing key metrics with stakeholders, Cloud Kicks can ensure that all parties agree on what constitutes project success. This step aligns with Salesforce best practices, as it helps maintain focus on business goals throughout the project lifecycle and provides measurable benchmarks for tracking progress and outcomes.

The Salesforce project management guidelines emphasize that defining metrics at this stage is critical to guiding the implementation process, assessing the impact of Sales Cloud, and ensuring alignment between the solution and business objectives.

NEW QUESTION # 34

Universal Containers uses products in Salesforce and has a private security model. The product management Employee does not have access to all opportunities but would like to track the performance of a new product after it is launched.

What would a consultant recommend to allow the product management employee to track the performance of the product?

- A. Create a trigger to add the product management team to the sales team of the relevant opportunities
- **B. Create a criteria-based sharing rule to add the product management team to relevant opportunities.**
- C. Create a new product and add it to the price book with the product manager as the owner
- D. Create a trigger to set the product manager as owner for opportunity on the new product.

Answer: B

NEW QUESTION # 35

Which of the following is a typical challenge for a sales organization? (Select all that apply)

- A. Driving more business
- **B. Optimizing lead management**
- **C. Improving sales rep productivity**
- D. Poor customer satisfaction
- **E. Complete visibility**

Answer: B,C,E

NEW QUESTION # 36

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