

# Training Sales-Cloud-Consultant Solutions & Reliable Sales-Cloud-Consultant Test Sample



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>> Training Sales-Cloud-Consultant Solutions <<

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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q122-Q127):

### NEW QUESTION # 122

Cloud Kicks Sales Team Folder needs to be shared with the following:

- \* The CEO role, so that view access is granted
- \* The CEO's assistant, so that view, share, save, rename, and delete are granted
- \* The Sales Manager for each region, so that view and save are granted How should the Consultant configure sharing?

- A. Enable Manage access to the CEO role and subordinates and manage to the assistant profile
- **B. Set the CEO role to View, the CEO's assistant user to Manage, and the Sales Manager role to Edit.**
- C. Enable Manage Reports in Public folders for CEO role and its subordinates.
- D. Set the CEO role to View All, the CEO's assistant user to Modify All, and the Sales Manager public group to Create.

**Answer: B**

### NEW QUESTION # 123

Put the following steps in order to set up Google Ad Words to work seamlessly with Salesforce.

- A: Convert leads into new customers
- B: Advertise your business on Google
- C: Capture leads on your website

**Answer:**

Explanation:

B -> C -> A

#### NEW QUESTION # 124

A customer notices a large increase in leads created overnight which exceed the daily limits. Upon examination, the leads appear to be created by bots. The Customer uses a standard web-to-lead form without safeguards in place to limit spam on forms.

What should the consultant recommend as the first line of defense before republishing the form?

- A. Use an AppExchange package to add a honeypot field.
- **B. Select Require reCAPTCHA Verification in Web-to-Lead settings**
- C. Use a custom Web-to-Lead alternative with built-in protection.
- D. Engage the web services team to write custom CSS for the form.

**Answer: B**

#### NEW QUESTION # 125

As part of a Sales Territories implementation, Cloud Kicks wants the user to manually search for a territory in an active territory model and assign it to opportunities.

Which approach should the consultant recommend to meet this requirement?

- A. Update the profile with the Manage Territory permission.
- **B. Use default Sales Territories to assign any active territory to the opportunity.**
- C. Enable sharing access to the Account to assign any active territory to opportunities.

**Answer: B**

Explanation:

To allow users to manually search for and assign territories to opportunities, updating the profile with the Manage Territory permission is necessary. Here's why:

\* Permission Requirements: The Manage Territory permission allows users to access and assign territories within active territory models. This enables them to search for and manually assign the correct territory to opportunities.

\* Manual Territory Assignment: Granting this permission allows the user to interact with the territory management features directly and assign territories as required.

\* Salesforce Best Practices: Salesforce recommends using profile and permission set adjustments to control access to territory management features, ensuring users have appropriate permissions to perform their tasks.

\* References: Salesforce's Territory Management documentation details permissions needed for territory assignments and how to configure them.

In summary, updating the profile with the Manage Territory permission (Option C) enables users to manually search and assign territories within an active territory model.

#### NEW QUESTION # 126

CORRECT TEXT

What is Salesforce to Salesforce?

**Answer:**

Explanation:

Salesforce

to Salesforce is a mechanism for connecting two separate orgs (same or different companies) and enabling the sharing of leads, opportunities, contact, task, product, case attachments or data stored in custom objects with partners that use Salesforce in real time.

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