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Salesforce Media Cloud Consultant Exam Sample Questions (Q77-Q82):

NEW QUESTION # 77

A sales executive creates a quote. When the quote status is changed to client approved, it should automatically be submitted for approval. The approver needs to be a queue instead of an individual Salesforce user. How can this be achieved in the system?

- A. invoke approval process created on opportunity linked to the quote and keep queue as approver
- **B. invoke approval process on quote and keep queue as approver**
- C. invoke approval process created on individual quoteLineItem and keep queue as approver
- D. invoke approval process created on a custom object lookup to quote and keep queue as approver

Answer: B

Explanation:

To automatically submit a quote for approval when its status changes to 'Client Approved' and have a queue as the approver, an approval process should be invoked on the Quote object itself. This setup allows for the routing of approvals to a designated queue, enabling a group of users rather than an individual to review and approve the quote. This method is effective for organizations that require collaborative decision-making in the approval process.

References:

Salesforce Approval Process documentation: <https://help.salesforce.com/>

Salesforce Queue Setup Guide:

<https://developer.salesforce.com/docs/atlas.en-us.securityImplGuide.meta/securityImplGuide/queues.htm>

NEW QUESTION # 78

Cloud Kicks is using the Google Ad Manager platform and there is an issue occurring at some point in the transmission of data between the system when an insertion document is being created. What can a consultant do to gather information about the data being passed between the system?

- A. review the payloads found on the orchestration plan item records
- B. create a list view for the process exception object to show records that match the criteria and consult the results
- C. create a report against the process exception object and resend the insertion Order. If the error continues to occur, consult the report created by the consultant
- **D. start a trace flag under the debug logs, send the payload again, and search for errors**

Answer: D

Explanation:

To gather information about the data being passed between systems, particularly when an issue occurs during the transmission of data for an insertion order, a consultant can start a trace flag under the debug logs, resend the payload, and search for errors (A). This method allows for real-time monitoring and logging of system processes, helping to identify and diagnose the exact point of failure or error in the data transmission.

References:

https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_debugging_system_log.htm

<https://help.salesforce.com/>

NEW QUESTION # 79

A consultant working on the implementation of media cloud for a publishing company has been asked by an IT Manager at the publishing company to better understand the structure of media cloud data model. How should the consultant describe the characteristics of media cloud data model?

- **A. it is composed of custom and standard objects.**
- B. it is composed exclusively of standard objects

- C. it is composed of custom objects with no extensions.
- D. it is composed exclusively of custom objects

Answer: A

Explanation:

The Salesforce Media Cloud data model is characterized by a blend of both custom and standard objects. This hybrid structure allows for the flexibility to tailor the platform to specific industry needs while leveraging the robust foundational features of Salesforce. Standard objects provide core CRM functionalities, such as accounts, contacts, and opportunities, which are essential for managing customer relationships and sales processes. Custom objects are added to support unique business requirements specific to the media and publishing industry, such as managing ad inventories, media plans, and ad sales. This combination ensures that Media Cloud can cater to the complex and specialized needs of media and publishing companies.

References:

Salesforce Media Cloud documentation: <https://www.salesforce.com/products/media-cloud/overview/> Salesforce Standard and Custom Objects documentation:

https://developer.salesforce.com/docs/atlas.en-us.object_reference.meta/object_reference/

NEW QUESTION # 80

A customer has a requirement to allow the operations team to edit quote records in order to perform "create and submit order" action only when the corresponding opportunity has reached a specific status called "closed won". Sales users will remain as the record owners of quotes and order for reporting purpose. The organization wide default setting for quote and order object is private. How should a consultant solve this requirement with minimal customization?

- A. sales users will use manual sharing in order to share order records once opportunity status is "closed won"
- **B. configure a criteria-based sharing rule to share order records once opportunity status is "closed won"**
- C. configure role hierarchy, such that the operations team is higher than the sales users in the same hierarchy group
- D. share order records programmatically using apex whenever opportunity status is "closed won"

Answer: B

Explanation:

To allow the operations team to access quote records and perform the "create and submit order" action only when the corresponding opportunity status is "Closed Won", while maintaining the organization-wide default setting for quote and order objects as private, a criteria-based sharing rule should be configured. This sharing rule can be set up to share order records with the operations team based on the specific criteria of the opportunity status reaching "Closed Won", thus fulfilling the requirement with minimal customization.

References:

Salesforce Sharing Rules documentation:

https://help.salesforce.com/articleView?id=security_sharing_rules_create.htm Salesforce Opportunity Management guide:

<https://trailhead.salesforce.com/en/content/learn/modules/opportunity-management>

NEW QUESTION # 81

A sales executive needs to select product attribute values during proposal line item creation, such as rate type, skippable, etc., apart from various sObject field values, such as product Name, Ad Space Format, etc. The base price of the line item depends on these values, including product attribute value selection, and it requires attribute-based pricing enablement. Which pricing interface implementation needs to be activated?

- A. DefaultPricingImplementation
- **B. PricingRulesImplementation**
- C. PricingPlanService
- D. PricingElementServiceImplementation

Answer: B

Explanation:

For attribute-based pricing enablement, where the base price of a proposal line item depends on various product attribute values and sObject field values, the PricingRulesImplementation interface needs to be activated. This interface allows for the definition and application of complex pricing rules based on a variety of attributes and conditions, providing the flexibility needed to accurately price products based on specific characteristics and selections.

References:

Salesforce CPQ Developer Guide: https://developer.salesforce.com/docs/atlas.en-us.cpq_dev.meta/cpq_dev/ Salesforce Pricing Implementation documentation: <https://help.salesforce.com/>

NEW QUESTION # 82

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