

# SALES-CLOUD-CONSULTANT<sup>Q&As</sup>

Salesforce Certified Sales Cloud Consultant

## Pass Salesforce SALES-CLOUD-CONSULTANT Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass2lead.com/sales-cloud-consultant.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce  
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



### QUESTION 1

Cloud Kicks (CK) wants to ensure Opportunity are associated with the relevant marketing Campaign In the past, CK has struggled to evaluate marketing Campaign ROI.

Which process improvement should the consultant recommend?

- A. Validate that the Primary Campaign Source field on Opportunity records is populated.
- B. Leverage the Probability(%) field on Opportunities to forecast revenue.
- C. Ensure the Opportunity is associated with an Account record.
- D. Ensure the Type field on Opportunities reflects the Campaign source.

Correct Answer: B

---

### QUESTION 2

Which pair of reports is best associated with the business driver "Improve Sales Rep productivity"?

- A. "# of Face-to-Face Meetings" and "# of Deals Won, Lost, and In-Progress"
- B. "Stage Duration Age" and "Forecast by Sales Rep"
- C. "Closed Opportunities by Lead Source" and "Reasons for Lead Disqualification"

Correct Answer: A

---

### QUESTION 3

Business users have requested that the Salesforce Administrator allow agents to view a list of cases in the console while agents work through their cases. This will allow agents to identify urgent cases that need to be worked on. How should this be accomplished?

- A. Build a custom Visual force page with the list view and assign it to the console sidebar
- B. Recommend opening the case list view in a separate browser tab and use the window alongside the case view
- C. Enable the list to be pinned in the console. This allows users to view the list alongside the case view in the console
- D. Configure the Case list under custom console components so users can view the list view along with the case view

Correct Answer: C

---

### QUESTION 4

Universal Containers (UC) needs to invoke a process on an external system (NOT in Salesforce) whenever cases are created or updated by Contact center agents. UC does NOT want to use any customized code to accomplish this.

Which solution should a Consultant recommend?

- A. Workflow-driven outbound messaging
- B. Scheduled batch Apex processing job
- C. Visualforce page APEX SOAP async callout
- D. RESTful services with GET, POST, or PUT

Correct Answer: A

---

#### QUESTION 5

Which pair of reports is best associated with the business driver "Manage the Funnel"?

- A. "# of Face-to-Face Meetings" and "# of Deals Won, Lost, and In-Progress"
- B. "Stage Duration Age" and "Forecast by Sales Rep"
- C. "Closed Opportunities by Lead Source" and "Reasons for Lead Disqualification"

Correct Answer: B

[SALES-CLOUD-CONSULTANT PDF Dumps](#)

[SALES-CLOUD-CONSULTANT Practice Test](#)

[SALES-CLOUD-CONSULTANT Braindumps](#)