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QUESTION 1

Cloud Kicks has just completed a Sales Cloud implementation and the marketing team is creating campaigns. Cloud Kicks wants to gain feedback on the implementation. What should the Consultant recommend?

- A. Upgrade to the latest Salesforce release.
- B. Sign off on the Statement of work.
- C. Complete a post-mortem.
- D. Undergo training

Correct Answer: C

QUESTION 2

Cloud Kicks has 300,000 account records and 16 million invoices in a custom object with a master-detail relationship to the Account. Each account record takes a long time to display due to the rendering time of the invoice related list. What should the consultant do to solve this issue?

- A. Enable Collapsible Sections for the Invoice related list
- B. Move the invoice related list to a separate tab on the Lightning page.
- C. Convert the Invoice object into a lookup relationship.
- D. Enable indexing on all visible fields on the invoice related list.

Correct Answer: D

QUESTION 3

What does Salesforce usability mean?

- A. How many users log on to Salesforce on a daily basis
- B. What is the ratio of Salesforce users to the amount of sales
- C. How satisfied Salesforce users are with the application
- D. How easily can customers achieve their goals using Salesforce

Correct Answer: D

QUESTION 4

A sales Rep in the UC won a sales deal and set the opportunity stage as Closed/Won. What impact will this change have on the opportunity in the forecast?

- A. It will be associated with the Closed/Won forecast category and automatically contribute to the forecast.
- B. It will be associated with the Closed/Won forecast category and will need to be added by the sales rep.
- C. It will be associated with the Closed/Won forecast category and will need to be committed by the sales rep.
- D. It will be associated with the Closed/Won forecast category and contribute to the forecast once approved with the manager.

Correct Answer: A

QUESTION 5

What should you consider when migrating inactive campaigns?

- A. Nothing. You should not migrate inactive campaign data
- B. Determine which data is important based on ROI
- C. Determine which data is important based on data amount
- D. Consider how long they have been inactive

Correct Answer: B

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