

SALES-CLOUD-CONSULTANT^{Q&As}

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) high value opportunities are becoming delayed in the approval process because sales manager's approval requests go unnoticed for various reasons. CK wants to streamline the approval process and give sales managers more ways to approve opportunities in a timely manner. Which two strategies should the consultant recommend to improve the approval process? Choose 2 answers

- A. Create a dashboard of pending approvals and add it to the Chatter feed.
- B. Enable approvals by email for the approval process for high-value opportunities.
- C. Enable one-click approval from report results that returns high value opportunity
- D. Allow managers to approve or reject request via the Approval Requests tab.
- E. Create a Process Builder to automatically approve high-value opportunities.

Correct Answer: BD

QUESTION 2

Universal Containers wants to implement a website for a new product launch. The site should be publicly available, allow visitors to submit requests for information, and be managed by the non-technical marketing team. What solution should the consultant recommend?

- A. Site.com
- B. Customer Community
- C. Salesforce Sites
- D. Force.com Sites

Correct Answer: A

QUESTION 3

Cloud Kicks wants to sell to both consumer and Business. There will be a consumer sales team and a business sales team. Which two Salesforce functions will allow the Consultant to meet this requirement? Choose 2 answers

- A. Opportunity Teams
- B. Process Builder
- C. Sales Processes
- D. Record Types

Correct Answer: CD

QUESTION 4

Universal Containers is analyzing data to identify gaps and wants to know which Accounts with open Opportunities are missing Contacts. Which feature should a consultant recommend building this report?

- A. Custom report type
- B. Joined report
- C. Custom filter
- D. Cross filter

Correct Answer: D

QUESTION 5

Universal Containers will be launching a telesales contact center. What are two design considerations? Choose 2 answers

- A. Integration with Lead Generation applications
- B. Integration with Field Service teams and applications
- C. Strategies to maximize call deflection
- D. Performance for high volume of interactions

Correct Answer: AD

QUESTION 6

The admin at uBHMBon tamers has been getting complaints from sales reps about duplicate Leads ... Salesforce. The admin has already set up a matching rule for Leads.

What should the consultant recommend to resolve the issue?

- A. Confirm the standard matching rule is inactivated.
- B. Change the criteria for the standard Lead matching rule.
- C. Change the criteria for the standard Contact matching rule.
- D. Confirm the custom matching rule is activated.

Correct Answer: D

QUESTION 7

During the planning stage of a project, what customer information should be required to ensure requirements are successfully gathered? Choose 3 answers.

- A. Company financial information.
- B. List of required objects and fields.
- C. Key reports from the current system.
- D. Organizational chart with titles.

Correct Answer: BCD

QUESTION 8

Which method can be used to improve agent retention? Choose 2 answers:

- A. Mix telephony interactions with email and chat
- B. Extend benefits to part-time agents
- C. Provide additional training on tools and process
- D. Allow shift trading between agents

Correct Answer: BD

QUESTION 9

Which pair of reports is best associated with the business driver "Build a strong pipeline"?

- 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: C

QUESTION 10

The Sales manager at Cloud Kicks has asked an analyst to create a report when opportunities reach a certain stage with an amount equal to \$100,000 dollars. The analyst saves the report to the sales team's subfolder called Big Deals. The Big Deals folder is a subfolder of the sales team folder, with view access to the Sales Manager roles. The Sales Manager wants to subscribe to the report. Which permission does the Sales Manager need in order to subscribe to the report created by the analyst?

- A. Chatter Subscribe to reports permission
- B. Subscribe to Reports: Set Running User permission

- C. Subscribe to Reports: Run Reports permission
- D. Subscribe to report permission

Correct Answer: A

QUESTION 11

The lifecycle of a Knowledge article consists of five stages.

In which order does an article proceed through these stages?

- A. Create, approve, publish, consume, feedback
- B. Create, feedback, publish, approve, consume
- C. Create, publish, feedback, approve, consume
- D. Create, consume, feedback, approve, publish

Correct Answer: A

QUESTION 12

Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see. What should a consultant recommend to yield better search results?

- A. Use quotation marks operator around contact's first and last name.
- B. Add company name next to contacts full name in the search window.
- C. Add LIKE keyword next to contact's full name in the search window.
- D. Use parentheses operator to limit search to the Contacts object.

Correct Answer: B

QUESTION 13

Northern Trail Outfitters (NTO) has configured a private sharing model for the following: * Accounts * Opportunities As part of NTO's sales strategy, each sales representative collaborates with the same set of individuals for each opportunity. How should sales representatives be given appropriate access to an opportunity?

- A. Enable opportunity team selling and have each sales representative configure his or her default opportunity team.
- B. Create a public group for each team and have the sales representatives manually share the opportunity with their respective group.
- C. Enable Chatter and configure a customer Chatter group for the opportunity to allow collaboration on ideas.

D. Create a trigger for each sales representative that would automatically share the opportunity with his or her default opportunity team.

Correct Answer: A

QUESTION 14

Universal Containers Credit department uses the 3rd party application for credit ratings. Credit department manager need to launch an external web based credit application from a customer's account record in salesforce. The application uses the credit id on the account object. What should a consultant recommended to meet these requirement?

- A. Create the workflow rule to launch the product fulfilment application and pass the credit Id.
- B. Create a formula field that uses a hyperlink function to launch the credit application and pass the credit Id
- C. Create a custom button that calls an apex trigger to launch the credit application and pas the credit id.
- D. Create a custom Credit Id field as an external Id on the account object to lunch the credit application and pass the credit Id.

Correct Answer: B

QUESTION 15

What is a capability of Data.com Clean? Choose 3 answers

- A. Data.com Clean can be used with Salesforce.com person accounts and business accounts.
- B. Accounts must be cleaned before cleaning contacts, but leads may be cleaned either before or after cleaning LI accounts.
- C. Individual records can be manually compared side-by-side with matched Data.com records and updated field-by-field.
- D. Accounts, contact, and lead records can be selected from a list and cleaned all at once.
- E. Data.com can be configured to run automated Clean jobs to flag field differences and automatically fill blank fields.

Correct Answer: CDE

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

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

[SALES-CLOUD-CONSULTANT Braindumps](#)