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Salesforce

Sales-Cloud-Consultant

Salesforce Certified Sales Cloud Consultant Exam

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Question: 1

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console. What should a consultant recommend to analyze adoption?

A. Run the Salesforce Optimizer.
B. Open the Lightning Usage App.
C. Create a custom report.

Answer: B

Question: 2

Cloud Kicks recently purchased Salesforce, and the leadership team is excited about being able to forecast more accurately. Sales managers say that making updates to forecasted amounts during the pipeline meetings is time consuming, and it is difficult to review all of the committed opportunities within the meeting time.
What should the consultant recommend to help make meetings more efficient while making real-time forecast updates?

A. Use in-line editing to update the forecast amount for records.
B. Modify multiple opportunities at one time in the Forecast page.
C. Tell reps to use the list view to move opportunities between stages.

Answer: A

Question: 3

Cloud Kicks wants to enable Person Accounts.
What does the consultant need to do before enabling Person Accounts?

A. Disable access to Experience Cloud sites during the cutover.
B. Set default sharing of Account to Public Read/Write.
C. Create at least one Account record type.

Answer: C

Question: 4

A consultant is meeting with a new client to design a rollout strategy for its Sales Cloud implementation. What should the consultant do during the planning stage to ensure a successful implementation?

A. Identify which Salesforce features and functions to use.
B. Design a prototype of the suggested solution.
C. Define goals, metrics, project schedule, and sales processes.

Answer: C

Question: 5

Each product engineer at Cloud Kicks supports a specific product line. There are five product lines. While sales reps sell all of the company's product lines, sales management wants the appropriate product engineer to be able to automatically view any new Opportunity for their particular product line with Read-Only rights.
What should the consultant do to meet the requirement?

A. Enable Default Account Teams for each product line.
B. Enable Default Opportunity Teams for the Opportunity.
C. Create criteria-based opportunity sharing rules for each product line.

Answer: C

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