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Question 1

Question Type: MultipleChoice

Cloud Kicks needs to implement a group of Campaigns that are related to a specific marketing initiative to report on success.

What should a consultant recommend to meet the requirement?

Options:

- A- Create a custom Campaign Purpose field.
- B- Create a custom Campaign Group object.
- C- Use the existing Parent Campaign field.
- D- Use a Marketing dashboard from the AppExchange.

Answer:

D

Question 2

Question Type: MultipleChoice

The VP of sales at Cloud Kicks wants the sales team to use the Salesforce mobile app to complete their tasks. The sales team needs to create and edit leads, contacts, and opportunities with ease.

Which two features should the consultant recommend for the sales team to use?

Choose 2 answers

Options:

- A- Lightning Mobile Component
- B- Quick Actions
- C- Einstein Activity Capture
- D- Mobile Smart Actions

Answer:

B, D

Question 3

Question Type: MultipleChoice

The sales managers at Universal Containers (UC) believe that many of the sales reps' deals that are being lost to competitors are getting less attention than deals that are won.

What should a consultant build so management can assess whether its belief is correct and monitor it going forward?

Options:

- A- Create formula fields on Opportunity and Activity.
- B- Install an AppExchange app for tracking Lead conversion.
- C- Build a report on Opportunities and Activities.
- D- Build a report on Leads and Activities.

Answer:

B

Question 4

Question Type: MultipleChoice

The VP of sales at Cloud Kicks wants to provide options to sales reps for changing account or contract details for a created order.

Which two conditions should the consultant consider to meet this requirement?

Choose 2 answers

Options:

- A-** The order associated with the account should be in draft status.
- B-** The price book associated with the order is associated with the new account.
- C-** The currency associated with the order can be different from the new contract.
- D-** The contract associated with the order is associated with the new account.

Answer:

A, D

Question 5

Question Type: MultipleChoice

What are two capabilities of Data Loader? Choose 2 answers

Options:

- A- Extracts organization and configuration metadata
- B- Prevents importing duplicate records
- C- Exports field history data
- D- Runs one-time or scheduled data loads

Answer:

C, D

Question 6

Question Type: MultipleChoice

During the last requirements meeting. Cloud Kicks team members said they will be taking the next week off to attend a conference.

What should a consultant do in response to this news?

Options:

- A- Ask the client to sign off on requirements and start the build.
- B- Update the solution design while the team is out of the office.
- C- Set up two requirements workshops for the following week.
- D- Update the project plan and communicate it to stakeholders.

Answer:

D

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