



Free Salesforce Certified Sales Cloud Consultant (Sales-Con-201) Practice Questions

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Question 1

Question Type: MultipleChoice

What is a key capability of Data Loader?

Options:

- A- Prevents importing duplicate record data
- B- Imports organization and configuration metadata
- C- Runs one-time or scheduled data imports

Answer:

C

Question 2

Question Type: MultipleChoice

What is a consideration when enabling Multiple Currencies?

Options:

- A- Accounts, Opportunities, Leads, Cases, and Opportunity Product Schedules support multiple currencies reporting.
- B- When Multiple Currencies Is enabled, changes to exchange rates update the converted amount on all records except closed opportunities.
- C- If any issues arise during implementation, Multiple Currencies can be disabled.

Answer:

B

Question 3

Question Type: MultipleChoice

Cloud Kicks' (CK) VP of technology wants to start using Sales Cloud for all of the sales team's

automation. CK migrated 70 million records from a legacy database to the data warehouse that will be synced

with Sales Cloud. CK wants to search and cross-reference records with the original source database.

What should a consultant recommend to meet this requirement?

Options:

- A- Use the standard External ID field and map this to the source record ID value.
- B- Use a custom field named External ID and map this to the Sales Cloud record value.
- C- Use a custom External ID field and map this to the source record ID value.

Answer:

C

Question 4

Question Type: MultipleChoice

Cloud Kicks want to track the return on investment (ROI) of its marketing campaigns for trade shows and customer webinars.

What should the consultant recommend?

Options:

- A- Use the Primary Campaign Source field on the Opportunity object.
- B- Enable Campaign Influence and add It to the Opportunity page layout.
- C- Create a custom field on the Opportunity object to capture Campaign details.

Answer:

A

Question 5

Question Type: MultipleChoice

A small company has hired a consultant to plan its Sales Cloud implementation. The company wants to get up and running with Sales Cloud right away. The deadline has yet to be established and the requirements still need to be defined.

Which project management methodology should a consultant recommend to ensure the implementation is successful?

Options:

- A- Agile
- B- Waterfall
- C- Kanban

Answer:

A

Question 6

Question Type: MultipleChoice

Which prerequisite should the consultant consider before enabling Opportunity Splits?

Options:

- A- Ensure open opportunities are owned by active users,
- B- Enable Opportunity Teams and confirm the owner is a team member.
- C- Add customized split types to opportunities.

Answer:

B

Question 7

Question Type: MultipleChoice

The sales team at Cloud Kicks has been late meeting project deadlines and missed multiple meetings.

What should the consultant recommend to the project manager?

Options:

- A- Bring additional resources from the consulting firm to the project.
- B- Confirm that the statement of work (SOW) Is realistic.
- C- Revisit the communication plan and set up more frequent check-ins.

Answer:

C

Question 8

Question Type: MultipleChoice

Cloud Kicks (CK) has acquired a competitor that also uses Sales Cloud. They have many of the same customers and prospects. The CEO of CK

wants the consultant to work with senior managers to document use cases and determine a project plan for everyone who will be on the CK org.

Which action should the consultant recommend?

Options:

- A- Hold a kickoff meeting with the CK stakeholders.
- B- Conduct discovery sessions and document existing business practices for each company.
- C- Export the data from the competitor's system and merge it into Ck's org.

Answer:

C

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