Free Questions for Sales-Cloud-Consultant by vceexamstest

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Question 1

Cloud Kicks is in the process of implementing Salesforce for its sales teams. Senior management has concerns about adoption.

What should a consultant recommend to encourage adoption?

Options:

A- Establish goals and key metrics.

B- Give users access to a Sandbox environment.

C- Define the sales process.

D- Plan a first release with minimum features

Answer:

A

Question 2

Cloud Kicks (CK) is migrating Account and Contact information from a legacy CRM system into Salesforce using Data Loader. Accounts in the legacy system have a unique ID field that is used to related Contacts to Accounts in the legacy system, CK wants to automatically match these Contacts to the relevant Accounts when loading Contacts into Salesforce.

What should a consultant recommend to meet the requirement?

Options:

A- Create Mater-Detail on Contact.

B- Create Master-Detail on Account.

C- Create External ID on Contact.

D- Create External ID on Account.

Answer:

D

Question 3

Question Type: MultipleChoice

A consultant has successfully deployed Sales Cloud at Cloud Kicks.

What is the final step in completing an engagement?

Options:

A- Measure adoption

B- Perform testing

C- Deploy solution

D- Hand over documentation

Answer:

A

Question 4

Question Type: **MultipleChoice**

The Universal Containers management team wants to help sales reps determine the nght time to contact prospects.

What should the consultant recommend to meet the requirement?

Options:

A- Implement Sales Dialer and begin cold calling leads to request availability.

B- Create a formula field to determine the prospects time zone.

C- Configure Einstein Lead Scoring to determine the best time to make contact.

D- Enable Email Tracking with reporting and activity timeline.

Answer:

D

Question 5

Question Type: **MultipleChoice**

Cloud Kicks has a requirement to measure end user adoption and data quality in Salesforce.

Which solution should the consultant recommend?

Options:

A- Einstein Conversation Insight-;

B- tableau custom dashboard

C- Adoption and Data Quality Dashboards Pack

D- Salesforce Surveys

Answer:

C

Question 6

The sales team at Cloud kicks Cloud has roughly 100 members. The sales director has requested that newly created reports be shared with the sales team.

How should the consultant efficiently share these reports?

Options:

A- Create a report folder, add members in a specific profile, and share the Report folder.

B- Create a report folder, add members in a specific Role, and share the Report folder.

C- Create a report folder, add members to a Private Group, and share the Report folder.

D- Create a report folder, add members in a specific Queue, and share the Report folder.

Answer:
B

Question 7

Cloud Kicks (CK) has a custom object, Project__c, that has a lookup relationship to the Opportunity object. The CK project manager has requested a report that includes both Project__c and Opportunity data.

What should the consultant use to include data from both the Project__c and Opportunity objects in one report?

Options:
A- Matrix reports

B- Junction reports

C- Cross-object filters

D- Custom report types

Answer:

D

Question 8

Cloud Kicks plans to integrate its email system with Salesforce, and wants to show the last 2 months of email activity to its 75 sales reps.

What should a consultant recommend to meet this requirement?

Options:

A- Sales Cloud Einstein

B- Einstein Activity Capture Standard

C- Email to Salesforce

D- Sales Cloud Console

Answer:

B

Question 9

Universal Containers (UC) has established Sales Ops teams. As part of the sales process, Tasks are used to track all customer interactions. UC wants any available Sales Ops team member to handle these Tasks as soon as possible.

Which Salesforce functionality should the consultant recommend to meet the requirement?

Options:

A- Create Opportunity Teams to manage Tasks.

B- Leave the Task's Assigned To held bank

C- Use workflows to create a Task for each team member.

D- Assign Tasks to a queue to share work efficiently.

Answer:

D

Question 10

Question Type: MultipleChoice

During the requirements gathering workshops at Cloud Kicks, the project team and subject matter experts bring up new ideas to incorporate4 into the current project.

Which best practice should the consultant use to refocus the meeting and stay on topic?

Options:

A- Tell key stakeholders that the team is focused on other ideas,

B- Remind the team of the purpose and scope of this project.

C- Incorporate the new ideas into the solution design.

D- Invite only the subject matter experts to subsequent workshops.

Answer:

B

Question 11

At Universal Containers, in addition to the sales team, support reps are sometimes eligible for commissions. When support reps are involved in a deal, they should receive a credit of 15% of the revenue.

What should the consultant consider when designing a revenue sharing solution?

Options:

A- Revenue splits are required in order to use overlay splits.

B- Overlay splits Allocated on art Opportunity can total any percentage.

C- Overlay splits can be assigned to any user with the appropriate profile.

D- Revenue splits allocated on an Opportunity can total any percentage.

Answer:

D

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