



**Free Questions for Sales-Cloud-Consultant by ebraindumps**

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## Question 1

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**Question Type:** MultipleChoice

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Sales management at Cloud Kicks wants to track the following information:

What should a Consultant recommend to meet these requirements?

### Options:

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- A) Create a summary report with cross filters.
- B) Create a joined report.
- C) Create a dynamic dashboard.
- D) Create a reporting snapshot

### Answer:

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C

## Question 2

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**Question Type:** MultipleChoice

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Universal Containers (UC) has implemented Opportunity Teams. As part of the sales process, tasks are used to track all customer interactions. UC wants any available team member to handle these tasks as soon as possible.

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

### Options:

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- A) Assignment rule selected by default
- B) Task queues for each Opportunity Team
- C) Task 'Assigned To' set to Opportunity Team role
- D) Workflows to create a Task for each team member

### Answer:

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C

## Question 3

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**Question Type:** MultipleChoice

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Sales management at Cloud Kicks wants to track the following information:

**Options:**

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- A) Number of open Opportunities in the current quarter by sales representatives
- B) Number of Accounts that are current customer
- C) Number of open cases in the last quarter for open Opportunities.

**Answer:**

---

C

## Question 4

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**Question Type:** MultipleChoice

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A consultant needs to migrate data in Sales cloud and is considering using Data Loader What are two capabilities of the migration tool?  
Choose 2 answers

**Options:**

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- A) Prevent importing duplicate records
- B) Run one-time or schedule data loads
- C) Export filed history data
- D) Extract organization and configuration data

**Answer:**

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B, C

## Question 5

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**Question Type:** MultipleChoice

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Sales management at Cloud Kicks wants to track the following information:

- A . Number of open Opportunities in the current quarter by sales representatives
- B . Number of Accounts that are current customer
- C . Number of open cases in the last quarter for open Opportunities.

What should a Consultant recommend to meet these requirements?

**Options:**

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- A) Create a summary report with cross filters.
- B) Create a joined report.
- C) Create a dynamic dashboard.
- D) Create a reporting snapshot

**Answer:**

---

C

## Question 6

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**Question Type: MultipleChoice**

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The Consultant at Cloud Kicks has noticed that sales data is quickly outdated and is having issue with keeping Account data updated. What should the Consultant recommend to maintain up-to-date Account information?

**Options:**

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- A) Call the Contacts and Leads to get their updated information.

- B)** Use third-party data to update and add records to Salesforce
- C)** Use the Salesforce-provided data to updated and add records to Salesforce.
- D)** Enable the Automatic Account Update feature in Setup.

**Answer:**

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B

## Question 7

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**Question Type:** MultipleChoice

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Cloud Kicks has a custom object, Projects, that has a Lookup relationship to the Opportunity object. How can the Consultant build a report that a report that contains data from both the Project and Opportunity objects?

**Options:**

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- A)** Custom Report Types
- B)** Matrix Reports
- C)** Dashboards

**D)** Cross-object Filters

**Answer:**

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A



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