SALES-CLOUD-CONSULTANT Q&As

Salesforce Certified Sales Cloud Consultant

Pass Salesforce SALES-CLOUD-CONSULTANT Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.pass4itsure.com/sales-cloud-consultant.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce Official Exam Center

Instant Download After Purchase
100% Money Back Guarantee
365 Days Free Update
800,000+ Satisfied Customers

QUESTION 1

Your sole focus, when working with a client on data management, should be on initial data migration.

A. True

B. False

Correct Answer: B

QUESTION 2

The VP of Sales at Cloud Kicks wants to provide options to sales representatives for changing Account or Contract details for a created order.

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

Choose 2 answers

A. The Currency associated with the Order can be different from the new contract

B. The Contract associated with the Order is also associated to the new Account

C. The Order should be in Draft Status

D. The price book associated with the Order is also associated to the new Account

Correct Answer: BC

QUESTION 3

Universal Containers (UC) has launched Salesforce Chat and staffed its contact center with agents to chat with website visitors who ask questions aboutcommercial containers. When UC used to outsource its contact center work, reports from the vendor showed that about 15% of chat conversations would result in a new lead. Management wants better visibility into Chat\\'s influence on lead creation in order tocontinue the program.

How can the consultant provide the insights UC needs to justify using Chat with internal contact center staff?

A. Install the Chat (Live Agent) Dashboard package from the AppExchange. Add a chart to the dashboard to show the number ofagent chats associated to new leads compared to the total number of agent chats for the period.

B. Add a custom field on the Chat Transcript object so agents can check a checkbox when a conversation results in a new lead. Create a report using the customfield.

C. Create a lead report that identifies the number of new leads with the lead source "Chat".

D. Ask the marketing department to provide the program with Google Analytics data for the commercial containers web pages.

Correct Answer: B

QUESTION 4

Cloud Kicks is expanding its operations to Europe. The company wants to enable able Advanced Currency Management to support both EUR and USD currencies, and show the total values of open opportunities on account records. How should the consultant implement a solution to meet the requirement?

A. Use a custom summary formula field on the Opportunity.

B. Install a third-party app from the AppExchange.

C. Use a Roll-up Summary field from the Opportunity to the Account.

D. Create a cross-object formula field on the Account.

Correct Answer: B

QUESTION 5

Which of the following stage should be matched with the Forecast Category "Best Case"?

A. Early pipeline stages

B. Mid pipeline

C. Late pipeline stages

D. Closed and Won

E. Closed and Lost

Correct Answer: B

Latest SALES-CLOUD-CONSULTANT Dumps | SALES-CLOUD-CONSULTANT PDF Dumps | SALES-CLOUD-CONSULTANT VCE Dumps