Vendor: Salesforce

Exam Code: Sales-Con-201

Exam Name: Salesforce Certified Sales Cloud Consultant

Version: DEMO

QUESTION 1
Cloud Kicks wants to help its sales reps identify stalled opportunities in a single view. Which solution should the consultant recommend to meet the requirement?

A. Create a Lightning Web Component.
B. Use Deal Insights In Pipeline Inspection
C. Create a screen flow.

Answer: B

QUESTION 2
Cloud Kicks is implementing Sales Cloud and has asked a consultant to create an architecture diagram of the system. Which stage of the project lifecycle does this fall under?

A. Initiate
B. Plan
C. Execute

Answer: B

QUESTION 3
Cloud Kicks (CK) has an external enterprise resource planning (ERP) system that stores product order information. CK wants to view those orders as a related list on the Account record in real time. Which best practice should the consultant recommend?

A. Create a Lightning component, Get the real-time product order Information from the ERP system using a REST integration. Add the component to the account page.
B. Create a custom product order information object. Run a nightly batch job to get details from the ERP system. Add the custom object as a related list on the Account.
C. Implement Salesforce Connect and an external object to get real-time product order information. Add the external object as a related list on the Account.

Answer: C

QUESTION 4
Cloud Kicks maintains products and price books on an external platform due to the high frequency of product pricing changes. Sales managers want to monitor pipeline by sales rep and track team revenue to goal in Sales Cloud. What should the consultant do to meet the requirement?

A. Implement Opportunity Teams and Opportunity Splits.
B. Create reports on closed Opportunities.
C. Use Opportunities and enable Forecasts.

Answer: C

QUESTION 5
The Sales Cloud implementation at Cloud Kicks (CK) is now live. End user training is complete. IT stakeholders have signed off on the technical aspects of the project. The CK admin continues to call the consultant with questions about the sales process. What should the consultant do?

A. Suggest that CK purchase a support agreement.
B. Recommend that the admin attend Salesforce instructor-led training.
C. Conduct a knowledge transfer with the admin.

Answer: C

QUESTION 6
Cloud Kicks (CK) has organization-wide defaults set to Public Read-Only for Opportunity. One of the Account Team roles at CK is Executive Sponsor. Account Team members with the Executive Sponsor role need Read/Write access to all child Opportunities. How should the consultant meet the requirement?

A. Create an Account sharing rule to grant Read/Write access to Opportunities.
B. Create an Opportunity sharing rule to grant Read/Write access to Opportunities.
C. Create a flow to grant Read/Write access to Opportunities.

Answer: B

QUESTION 7
Universal Containers continues to see substantial growth year-over-year. Outside sales reps think their territories are too dense to cover adequately. Leadership has decided to modify the existing sales territories and hire additional staff to make the account allocations more manageable. Some states will change from one territory to two or more smaller territories. In these instances, accounts will need to be reassigned to new territories. Sales operations wants to review the territory account assignments and verify the accuracy before the changes are reflected in Sales Cloud. How should the consultant show sales operations what the data will look like after the change?

A. Develop reports and dashboards that compare the existing and new territories.
B. Run the updated assignment rules in the Planning State and view the accounts on the territory detail page.
C. Install the Territory Health Assessment app from AppExchange.

Answer: B

QUESTION 8
After Cloud Kicks implemented Sales Cloud Einstein, a consultant realizes they are unable to activate all of the features. Which step should the consultant take to troubleshoot the issue?

A. Confirm users have the feature license assigned.
B. Reconfigure the Einstein Lead Scoring app.
C. Check the Sales Insights Integration User profile configuration.

Answer: A

QUESTION 9
Northern Trail Outfitters (NTO) finished implementing Sales Cloud for a mid-market sales team. Sales management wants to track data completeness. Which common metric should the consultant recommend that NTO use to measure core Sales Cloud data?

A. Record Count
B. User Adoption
C. Field Usage

Answer: C

QUESTION 10
It is challenging for the sales operations team to provide Universal Containers with accurate and insightful reports due to the poor quality and high volume of Account, Contact, and Lead data. As the team performs data cleansing, productivity has been impacted, leading to inefficiency and low adoption. What should the consultant do first?

A. Install and configure a data cleansing app from AppExchange.
B. Create a data management plan and a data quality dashboard.
C. Use Duplicate Rules to identify and report data quality issues.

Answer: B

QUESTION 11
Cloud Kicks wants to enable sales reps to view an individual team member's split percentage when the split percentage is less than 100% of the revenue amount. Which attribution method should the consultant recommend?

A. Opportunity Percentage Split
B. Opportunity Amount Split
C. Opportunity Overlay Split

Answer: A

QUESTION 12
Cloud Kicks has configured Account Teams and is ready to live in production. How should the consultant migrate the Account Team Members records to production?

A. Distribute them with packages.
B. Migrate them via Data Loader,
C. Deploy them with change sets.

Answer: B

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