

# Demo Questions

## SALESFORCE SALES-CLOUD-CONSULTANT Exam

### Salesforce Certified Sales Cloud Consultant

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#### Question: 1

Universal Containers compensates its sales team based on their achievement of the company's sales revenue goals. The sales ops team needs to track the sales reps' performance against these goals. How should the consultant meet the requirement?

- A. Construct Opportunity Reports with custom formulas to show attainment.
- B. Build automation to aggregate and report on revenue attainment from the User object.
- C. Configure custom objects and use automation to calculate and store attainment.
- D. Configure sales quotas and compare quota attainment on the forecast.

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Answer: D

Explanation:

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#### Question: 2

A consultant has completed the Build and Validate phases of a Sales Cloud implementation at Cloud Kicks.

Which step should the consultant complete next?

- A. Upgrade to the latest Salesforce Release.
- B. Sign off on the statement of work.
- C. Deliver training.
- D. Complete a post-mortem.

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Answer: C

Explanation:

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## Question: 3

The sales manager at Cloud Kicks has proposed that the consultant one large Discovery meeting with 250 employees who use Salesforce currently to gain information to improve adoption. What are the three efficient approaches the consultant could recommend to the sales manager? Choose 3 answers

- A. Arrange multiple sessions with small groups of employees.
- B. Send a survey to all employees asking for a list of desired changes.
- C. Ask management to select which employees should participate in sessions.
- D. Ask all employees to email their ideas and feedback to the consultant.
- E. Meet with a large group of employees to listen to their feedback.

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Answer: A, C, D

Explanation:

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### Question: 4

Access to opportunities at Cloud Kicks should be restricted. Sales users should only have access to two categories of opportunities: opportunities they own, and opportunities that are tied to accounts they own.

What are two actions a consultant can take to meet the requirement? Choose 2 answers

- A. Set opportunity access on the role to View All opportunities associated with their accounts.
- B. Set organization-wide defaults for opportunities to Private.
- C. Set Territory Management to grant Read access to opportunities owned by others.
- D. Set organization-wide defaults for opportunities to Public Read-Only.

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Answer: A, B

Explanation:

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### Question: 5

Universal Containers wants to minimize the need for sales reps to manually create meetings and events that are stored on their calendars.

Which two Einstein Activity Capture (EAC) capabilities should the consultant consider? Choose 2 answers

- A. EAC a two-way sync for events and contacts.
- B. EAC events are unable to be synced with contacts and leads.
- C. EAC adds events to the activity timeline for custom objects.
- D. EAC supports emails, events, and contacts.

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Answer: A, D

Explanation:

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### Question: 6

Universal Containers has implemented Salesforce for all of its sales associates. All Sales associates are required to select the win or loss status every closed Opportunity. Managers like to measure the win ratio for all of the sales associates.

How should a consultant meet the requirement?

- A. Build a custom report on Opportunity with custom summary formulas to show win/loss ratio.
- B. Create a custom formula held on Opportunity to capture the win ratio for Opportunities.
- C. Ensure that all managers have access to the standard Win/Loss report.
- D. Build a custom lightning component to show the win ratio based on won Opportunities.

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Answer: A

Explanation:

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### Question: 7

The sales manager at a company has noticed that sales teams are having trouble understanding who should an Opportunity. Sales teams base their sales Opportunities on assignments to specific ZIP codes.

Which solution should the consultant recommend?

- A. Sharing Rules
- B. Territory Management
- C. Account Teams
- D. Sales Cloud Einstein

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Answer: B

Explanation:

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### Question: 8

The VP of sales at Good Kicks wants to know the percentage of opportunities in a certain stage that were eventually closed won.

Which two steps should a consultant take to create a solution?

Choose 2 answers

- A. Enable Feed Tracking.
- B. Create a roll-up summary formula.
- C. Update a custom field using automation.
- D. Create a report and dashboard.

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Answer: B, D

Explanation:

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### Question: 9

Cloud Kicks has just deployed an of its configurations. The admin wants to build a separate process but uses most of the objects that were deployed.

What is the best practice a consultant should recommend to the admin?

- A. Build m a test release environment and test changes in Production.

B. Build in a Developer Sandbox and test changes in Production.

- C. Build in a Developer Sandbox and test changes in a test release environment.
- D. Build in a test release environment and test changes in a test release environment.

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Answer: A

Explanation:

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## Question: 10

Universal Containers continues to see substantial growth year-over-year. Outside sales reps think the 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. So the sales reps 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. Use Tableau to geocode account addresses and display on a territory map.
- B. Install the Territory Management Reporting Pack from the AppExchange.
- C. Run the updated assignment rules in Planning State and view the accounts on the territory detail page.
- D. Use Data Loader to export the accounts and make updates in Google Sheets.

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Answer: C