Salesforce

Exam Questions Sales-Cloud-Consultant

Certified Salesforce Sales Cloud Consultant

NEW QUESTION 1
Sales reps at Cloud Kicks (CK) often receive important customer emails they want to record as activities related to contacts in Salesforce. CK has Office 365, as well as a policy that
prevents users from installing anything directly on their computers. Which solution should a consultant recommend meeting this requirement?

A. Salesforce for Outlook
B. Salesforce Console for Sales
C. Einstein Activity Capture
D. Lightning Console for Sales

Answer: C

NEW QUESTION 2
Cloud Kicks has configured Account Teams and is ready to go live in Production. How should the consultant migrate Account Team configuration to Production?

A. Push with Workbench.
B. import with Data Loader.
C. Create manually.
D. Deploy with Change Sets.

Answer: B

NEW QUESTION 3
Up to this point, two sales have had separate accounts and opportunities. Sales Rep A wants to include Sales Rep B in a few opportunities on one account.
Which two actions can Sales Rep A allow Sales Rep B to do when Account Teams are enabled and used for this account? Choose 2 answers

A. Grant Read access on the account's cases.
B. Edit all opportunities on the account.
C. View the account and keep activities private.
D. View one of the opportunities on the account.

Answer: AB

NEW QUESTION 4
Each product engineer at Cloud Kicks supports 3 specific product lines. There are three product lines. Sales reps sell all the company's product lines; Sales management wants the appropriate product engineer automatically assigned to any new Opportunity for their product line with Read-Only rights.
What are two actions the consultant can take to meet the requirement? Choose 2 answers

A. Manually assign a product-specific role to each product engineer.
B. Create criteria-based opportunity sharing rules for each product line.
C. Enable Default Opportunity Teams for the Opportunity.
D. Enable Default Account Teams for each product line.

Answer: AB

Explanation:
* A. Create criteria-based opportunity sharing rules for each product line. This allows you to specify criteria for sharing an Opportunity with a specific user or group of users. For example, you could create a rule that shares an Opportunity with the product engineer when the Opportunity has a certain product line assigned to it.
B. Enable Default Opportunity Teams for the Opportunity. This allows you to set a default Opportunity Team for an Opportunity, which will automatically assign the product engineer to the Opportunity when it is created. This is useful when you need to assign a specific user to multiple Opportunities.

NEW QUESTION 5
Universal Containers has hired a new employee for the Global Sales Leadership team. The employee is intere in fostering friendly competition between account executives, with emphasis on reinforcing activities that dm sales. Historically, for every four prospect meetings held, one sale was generated.
Which action would help support the sales teams?

A. Create subscription reports to send daily prospect meetings planned to the Assigned user for those events.
B. Show a leaderboard on the regional sales dashboards highlighting the account executives who have created the most opportunities.
C. Show a leaderboard on the regional sales dashboards highlighting account executives who have held the most prospect meetings.
D. Create a dashboard that displays the most sales dosed by region using charts to show sale: green and lost opportunities in red.

Answer: B

NEW QUESTION 6
Which data migration sequence should consultant recommend for the objects?

A. Opportunities, Products, pe Line toe Cases, Leads, Campaigns, Accounts, Contacts:
B. Accounts, Opportunities, Contacts, Products, Product Line Items, Cases, Leads, Campaigns
C. Contacts, Accounts, Leads, Campaigns, Opportunities, Products, Product Line Items, Cases.
D. Accounts, Contacts, Opportunities, Products, Product Line Items, Cases, Lead
E. Campaigns

Answer: D

NEW QUESTION 7

Cloud Kicks has hired a consultant to help with its initial Salesforce implementation.
Which three steps should the consultant take to help Cloud Kicks get Salesforce up and running? Choose 3 answers

A. Define company vision.
B. Finalize integrations.
C. Prioritize goats.
D. Define KPIs.
E. Analyze competitors.

Answer: ACD

NEW QUESTION 8
Cloud Kicks (CK) wants to implement sharing rules. Which three considerations should the consultant explain to CK?
Choose 3 answers

A. CK can expand access beyond the organization-wide default levels with sharing rules.
B. Organization-wide defaults must be Public Read Only or Private to create sharing rules.
C. Sharing rules apply only to new records that meet the definition of the source data set.
D. When a sharing rule is deleted, the sharing access created by that rule must be manually removed.
E. When multiple sharing rules are assigned, the user is assigned the least restrictive access.

Answer: ABE

NEW QUESTION 9
Universal Containers' (UC) sales reps have said there are too many reports and dashboards which makes it hard to find what is important to them.
What should a consultant recommend that use to solve this issue?

A. Custom report types
B. Private folders
C. Enhanced Folder Sharing
D. Dashboard Filters

Answer: A

NEW QUESTION 10
Cloud Kicks (CK) wants to migrate data from its existing enterprise resource planning (ERP) system to CK wants to organize its data using the unique ID that is a number type in the ERP.
What should the consultant recommend to meet the requirement?

A. Map the ERP unique ID to a custom external ID unique number field.
B. Create a text field and insert the ERP unique ID.
C. Use the ERP unique ID as the Salesforce ID.
D. Create an external ID unique number field in the ERP labeled ERP unique ID.'

Answer: A

NEW QUESTION 10
Cloud Kicks wants to implement a methodology to determine which current leads have the most in common with leads that have successfully been converted in the past.
How can the consultant meet this requirement?

A. Use Lead Conversion Reporting.
B. Create Conversation Insights.
C. Use Einstein Lead Scoring.
D. Create Cadence Steps.

Answer: C

NEW QUESTION 13
A sales manager at Cloud Kicks wants the sales team to stay informed about the team's progress in Quip. Which approach should a consultant recommend?

A. Use Salesforce Chatter groups and enable access to the sales team.
B. Utilize Salesforce Notes standalone related list in Lightning Experience.
C. Connect a document or spreadsheet to a Slack channel.
D. Use Salesforce Chatter groups and restrict access to the sales team.

Answer: C

NEW QUESTION 17
Cloud Kicks (CK) hired a consultant to analyse its Selesforce forecasting configuration end advise CK on how to improve it. The consultant found opportunities in the Value Proposition stage showed up m Collaborative Forecasting inconsistently, which led to inaccurate reporting
What should the consultant recommend to ensure that opportunities show up consistently?

A. Make the Forecast Category a required held.
B. Change the Forecast Report to include Forecast Category.
C. Map opportunity stages to the Forecast Category.
D. Add a validation rule to the Forecast Category.

Answer: C

NEW QUESTION 22
Cloud Kicks wants to sell to both consumers and businesses. The consumer sales team and business sales team will use different Stages.
Which two Salesforce functions will allow the consultant to meet this requirement? Choose 2 answers

A. Sales Processes
B. Pipeline Inspection
C. Opportunity Splits
D. Record Types

Answer: AD

NEW QUESTION 26
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.

Answer: B

NEW QUESTION 30
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?

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

NEW QUESTION 32
The Cloud Kicks (CK) sales team works with two different types of leads: distributors and retailers. CK's management wants the sales team to follow two different lead qualification processes before converting the Lead into an opportunity.
Which three actions should a consultant recommend to meet this requirement? Choose 3 answers

A. Create retailer and distributor lead processes.
B. Create a new profile and only assign one lead record type to it.
C. Add leads to different campaigns based on lead type.
D. Create Status picklist values specific to each lead type.
E. Create distributor and retailer lead record types.

Answer: ADE

NEW QUESTION 37
Universal Containers (UC) deployed Sales Cloud three months ago to the North American sales teams. One of the reasons UC selected sales cloud is its mobile support which provides flexibility for account executive.
How should the consultant assure UC s management that Sales Cloud is being successfully adopted on mobile de devices?

A. Create a report to show the volume of opportunities created in the last three months compared to a year ago.
B. Create a custom report type to show the use of mobile devices by users in the last three months.
C. Track sales results month-over-month for the last three months to show an increase m the average order site.
D. Leverage visualforce to show the use of mobile devices by users during the last three months.

Answer: D

NEW QUESTION 40
Universal Containers (UC) recently implemented new Sales Cloud solutions. UC stakeholders believe that user adoption is best measured by the login rate.
Which two additional key metrics should the consultant recommend?
Choose 2 answers

A. Login lockouts
B. Activities logged
C. License assignments
D. Data quality score

Answer: BD

NEW QUESTION 43

A consultant for Cloud Kicks notices that the deploy date for the Sales Cloud project is also the same weekend as a Salesforce Release.
What should the consultant recommend?

A. Continue the planned deployment concurrent with the Salesforce Release.
B. Update the project plan for the following week and communicate the change.
C. Inform Cloud Kicks about the Salesforce Release and that the project may take longer.
D. Stop all work because the impact of the Salesforce Release is unknown.

Answer: B

NEW QUESTION 44
Cloud Kicks is concerned that the sales team is taking longer to dose opportunities in comparison to the same time last year. The VP of sales wants to determine the number of closed deals on a monthly basis and compare the month-over-month results.
Which two actions should the consultant take to meet the requirement? Choose 2 answers

A. Create a report based on the Opportunity reporting snapshot.
B. Create a dashboard component and schedule the dashboard to refresh monthly.
C. Schedule a reporting snapshot of the Opportunity History object to run monthly.
D. Schedule a reporting snapshot of the Opportunity object to run monthly.

Answer: AD

NEW QUESTION 45
Universal Containers has four product lines, each with its unique sales cycle. Once the prospect is qualified, the sales reps should follow the product-specific sales cycle. Which two actions should a consultant recommend to meet these requirements? Choose 2 answers

A. Implement sales processes that map to each Opportunity record type.
B. Create Opportunity record types for each product line.

Answer: AB

NEW QUESTION 49
Cloud Kicks has hired a consultant to help with its quoting process. The consultant has determined that some quote custom fields should be viewed from the Opportunity. What should a consultant consider when implementing the custom fields?

A. Opportunity fields are inaccessible when configuring a Quote Template.
B. Related Opportunity Line Items remain when a synched Quote Line Item is deleted.
C. Related Quote Items on all Quotes are impacted when an Opportunity Line Item is deleted.
D. Only standard fields on the Quote object sync to the Opportunity.

Answer: C

NEW QUESTION 51
Sales reps at Cloud Kicks are responsible for creating leads manually and entering relevant details. The marketing department has noticed that some leads are missing important information.
What are two functionalities the consultant should apply to ensure that key fields are populated?
Choose 2 answers

A. An assignment rules
B. A flow
C. A required field
D. A validation rules

Answer: CD

NEW QUESTION 52
Cloud Kicks (CK) is just kicking off its project. The consultant wants to dive deeper into CK's process and pain points. Which three approaches should a consultant use to learn about and empathize with the customer?
Choose 3 answers

A. Embodying
B. Shadowing
C. Interviewing
D. Role Playing
E. Leading Workshops

Answer: ABC

NEW QUESTION 57
The admin at Cloud Kicks needs to understand the adoption of Salesforce Files and multi-factor authentication.
What should a consultant recommend analysing adoption?

A. Review the Setup Audit Trail.
B. Create a report for the Login History object.
C. Run the Salesforce Optimizer.
D. Open the Lightning Usage App.

Answer: CD

NEW QUESTION 62
What are two considerations for enabling multiple currencies at Cloud Kicks? Choose 2 answers

A. The primary currency is automatically displayed in parentheses when using multi-currency.
B. Accounts, Opportunities, Leads, Cases, and Opportunity Product Schedules support multi-currency reporting.
C. When multi-currency is enabled, changes to exchange rates update the converted amount on all records except closed opportunities.
D. The multi-currency enablement process is irreversible.

Answer: AB

NEW QUESTION 65
The sates 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.

Answer: ABC

NEW QUESTION 69
Universal Containers has configured the Account organization-wide default (OWD) sharing as Public Read Only. All customer Accounts are owned by the customer successmanager. When a customer calls support to update their contact information, the support agent on their Account team is unable to edit the Account.
Which approach should a consultant recommend allowing the support agent to edit the Account, while still enforcing the Public Read Only OWD?

A. The support agent should add themselves to the customer's Account team to grant Edit permissions.
B. The support agent should contact the customer success manager to update the Account.
C. The customer success manager should change the owner of the Account to the support agent.
D. The customer success manager should include the support agent on the default Account team with Edit permissions.

Answer: D

NEW QUESTION 74
Universal Containers is migrating data from a legacy system into Salesforce.
Which two considerations should a consultant take into account when importing Campaign Members? Choose 2 answers

A. Leads, Contacts, and Business Accounts can be Campaign Members.
B. The Marketing User feature license must be assigned.
C. The Campaign ID is required in the import file.
D. The Status of the Campaign Member is optional.

Answer: BC

NEW QUESTION 75
The Cloud Kicks sales team collaborates on opportunities which help them close more deals. What should the consultant configure to allow contributing sales team members to share in the revenue from closed opportunities?

A. Enable Opportunity Splits from Setup.
B. Add the Opportunities to a Campaign
C. Add the contributors to the Opportunity's Contact role related list.
D. Create Quick Actions to create child Opportunities.

Answer: A

NEW QUESTION 79
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?

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

NEW QUESTION 83
The sales managers at Universal Containers (UC) believe that many of the sales reps' deals that are being lost to competitors are getting less attention than deals that are won.

What should a consultant build so management can assess whether its belief is correct and monitor it going forward?

A. Create formula fields on Opportunity and Activity.
B. Install an AppExchange app for tracking Lead conversion.
C. Build a report on Opportunities and Activities.
D. Build a report on Leads and Activities.

Answer: B

NEW QUESTION 88
A consultant has conducted Discovery sessions with Cloud Kicks stakeholders and is ready to start gathering use cases for Sales Processes.
Which two groups should provide content for the use cases? Choose 2 answers

A. Sales reps
B. Finance team
C. Sales operations
D. Executives

Answer: AC

NEW QUESTION 91
Universal Containers' sales operations team needs to provide visibility on sales pipeline changes on a monthly basis.
How should the consultant meet this requirement?

A. Create an Opportunity History report for open pipeline Opportunities in a given date range.
B. Create a custom pipeline date range field and display it on the Forecasting tab.
C. Create a sales pipeline dashboard that includes filters for Opportunity date ranges.
D. Create training an how to use date filters on reports to compare pipeline for different date ranges.

Answer: C

NEW QUESTION 94
A consultant is implementing a new Sales Cloud instance for Cloud Kicks (CK) that has a public sharing model for Accounts. Different sales reps own local Accounts that create a multi-level Account Hierarchy. CK needs to see the total number of closed won opportunities and the revenue value for all Accounts in the hierarchy when viewing 2 Parent Account. Which recommendation meets this requirement?

A. Configure an after-save flow to update a custom field on the parent Account with the total value of opportunities from the child Accounts.
B. Create a Roll-Up Summary field on the parent Account with the total value of won Opportunities from the child Accounts
C. Create a workflow rule to update the custom field on the parent Account with the total value of won Opportunities from the child Accounts
D. Use the View Account Hierarchy option and include a custom Roll-Up Summary field with the total value of won Opportunities in the displayed columns.

Answer: A

NEW QUESTION 97
Cloud Kicks has identified the KPIs it wants to track for the year. The inside sales team wants a visual way to see the team's progress for the year.
What should the consultant recommend to meet the requirement?

A. Modify a report based on KPIs.
B. Set up a dashboard with the KPI reports.
C. Set up a Path based on the KPIs.
D. Install a KPI Tracker app from the AppExchange.

Answer: D

NEW QUESTION 99
During a Discovery session at Cloud Kicks, a topic is highlighted that How should the consultant proceed?

A. Conduct another Discovery session.
B. Define and submit a change order for the new items.
C. Revise the timeline for the new items.
D. Continue work because it is covered by the warranty.

Answer: B

NEW QUESTION 101
Cloud Kicks noticed its data quality has degraded since its initial Sales ‘Cloud Hs ion and is working with a co to ip a data management plan. The consultant suggested some best practices for creating, processing, and maintaining data.
Which two areas could be improved by using third-party data enrichment tools? Choose 2 answers

A. Roles and record ownership
B. Validation rules
C. Monitoring changes and updates
D. Naming and formatting

Answer: BC

NEW QUESTION 102
The consultant at Cloud Kicks has successfully implemented the Einstein Lead Scoring feature, and now wants to measure its effectiveness and track lead conversion rates.
Which three standard dashboards are available? Choose 3 answers

A. Conversion Rate by Lead Score
B. Conversion Rate by Lead Source
C. Lead Scores by Created Date
D. Average Lead Score by Lead Source
E. Lead Score Distribution

Answer: ABE

NEW QUESTION 104
A consultant it working with Cloud Kicks (CK) on its initial Sales Could implementation. CK wants its sales reps to be able to use Sales Cloud to track accounts, contacts, and opportunities before its global conference in 4 months.
What should the consultant recommend to meet the requirement?

A. Set obtainable metrics, goals, and milestones for the deadline.
B. Deploy the Salesforce mobile app to the team prior to the event.
C. Reschedule the event to ensure functionality is complete.
D. Implement additional features to make the team more productive

Answer: A

NEW QUESTION 105
Northern Trails Outfitters (NTO) is ready to start the next phase of its Salesforce implementation. A consultant recommends using Universal Process Notation (UPN) to document the business process maps NTO will use as its guide.
As NTO maps out its processes, which two key principals of UPN should the team keep in mind? Choose 2 answers

A. Attach supporting information at the detail level.
B. Use symbols of different colors, arrows, and swim lanes for clarity.
C. Limit the number of activity boxes on the screen to 8 to 10.
D. Keep version control and change history at the diagram level.

Answer: CD

NEW QUESTION 110
Universal Containers wants to set up Einstein Activity Capture for Microsoft to allow automatic syncing of sales reps'' Person Accounts with Microsoft contacts and vice versa.
Which consideration should the consultant be aware of?

A. Lightning Sync works in conjunction with Einstein Activity Capture.
B. Einstein Activity Capture is supported in the Salesforce Classic interface.
C. New Person Accounts should be created in Microsoft and synced to Salesforce.
D. New Person Accounts should be created in Salesforce and synced to Microsoft.

Answer: A

NEW QUESTION 114
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?

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

NEW QUESTION 116
Universal Containers (UC) wants to make it easier for sales reps to log their customer interactions, such as emails and events, directly from their email and calender applications. UC wants to report on these activities in Salesforce.
Which two actions should the consultant recommend? Choose 2 answers

A. Implement Inbox to sync Outlook or Gmail calender events.
B. Log emails with records in Salesforce from Outlook or Gmail.

Answer: AB

NEW QUESTION 120
The sales team at Cloud Kicks has been late meeting deadlines on a specific project and has missed multiple project meetings.
What should the consultant recommend to the project manager?

A. Revisit the communication plan and set up more frequent touch points with the customer.
B. Setup a requirements workshop and get sign-off.
C. Write a solution design and get sign-off so the build phase can start.

D. Ask what the customer would like the solution to be and demo it to them at the end of the build phase.

Answer: A

NEW QUESTION 125
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

Answer: B

NEW QUESTION 128
Cloud Kicks requires its sales associates to record all customer interactions within Salesforce. Which sales metric can a sales manager at Cloud Kicks use to monitor and reinforce
its sales strategy?

A. Close Rate
B. Renewal Rate
C. Forecast Accuracy
D. Activity Tracking

Answer: D

NEW QUESTION 133
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. Plan
B. Document
C. Test
D. Design

Answer: D

NEW QUESTION 138
Cloud Kicks uses Salesforce in Lightning Experience to manage business Accounts and Person Accounts. The sales director wants to associate Person Accounts to business Accounts and/or Contacts.
Which Salesforce feature should the consultant recommend to meet these requirements?

A. Use a junction object between Accounts and Contacts.
B. Use the Contacts to Multiple Accounts feature.
C. Create a custom lookup from Accounts to Contacts.
D. Create a reverse lookup from Contacts to Accounts.

Answer: B

NEW QUESTION 139
The Cloud Kicks marketing team wants to view and report in Lightning on any opportunities created as a result of 2 Campaign. Which two choices should a consultant recommend meeting the requirement?
Choose 2 answers

A. Use Data Loader to export Opportunity and Campaign Influence and merge the results.
B. Enable Customizable Campaign Influence in Setup.
C. Add the Campaign Influence related list to the Opportunity page layouts.
D. Create a joined report between Opportunity and Campaign to show influence.

Answer: AC

NEW QUESTION 140
Cloud Kicks' global sales operations team has to export reports from Salesforce and manipulate them in Excel to convert regional deals to the correct currency conversion. What are two use cases for enabling Advanced Currency Management that will allow the company to generate accurate reporting directly in Salesforce?
Choose 2 answers

A. Adjust currency conversion dynamically based on a given date range.
B. Adjust currency rates on a set schedule.
C. Show deal value in a user's default currency.
D. Implement org-wide reporting that displays deal values appropriately.

Answer: AB

NEW QUESTION 144
Cloud Kicks rtants its sales operations team to place orders for United States customers in Sales Ootid. The sales ops team needs to calculate sates tax on the orders. Sales tax is a complex calculation based on tax law that may change at any time.
What should the consultant recommend to meet the requirement3

A. A formula field on the Order object
B. An app from the AppExchange
C. A screen flow for orders
D. A spreadsheet with formulas

Answer: B

NEW QUESTION 145
The sales director of retail products at Cloud Kicks wants to allow cloning of orders to help sales reps process repetitive orders.
What are two guidelines to consider when cloning an order with products? Choose 2 answers

A. A new order's currency or price book will remain the same If the original order has products.
B. The admin will be able to set up which fields can be cloned to a new order.
C. A cloned order must be associated with the same contract as the original order.
D. A cloned order's start date must fall between the associated contract's start and end dates.

Answer: AD

NEW QUESTION 148
The sales director at Cloud Kicks wants to enable Person Accounts in its org. The sales director asked a consultant to evaluate the solution and present it to the sales team.
What should the consultant consider when evaluating Person Accounts?

A. Enabling the Person Accounts feature is Irreversible.
B. Enabling Person Accounts requires a Public Read/Write sharing model
C. Person Account records only count toward Account storage.
D. The Person Account object must have at least two record types.

Answer: A

NEW QUESTION 150
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. Implement Salesforce Connect and an external object to get real-time product order information, and add the external object as a related fist on the Account.
B. Create a Lightning component, and get the real-time product order information from ERP using REST integration.
C. Create external object product onto" information in Salesforce, run a nightly batch to get details from ERP, and add the external object as a related fist on the Account.
D. Implement Salesforce-to-Salesforce to get real-time product order information, and add it as a related list on the Account.

Answer: A

NEW QUESTION 155
Cloud Kicks is implementing Territory Management for its retail sales unit. The sales director is requesting a detailed roll-up forecast for territories.
Which two recommendations should the consultant make? Choose 2 answers

A. Include the Forecast Manager field on the Territory page layout.
B. Include the Forecast Manager field on the Opportunity page layout.
C. Assign a forecast-enabled forecast manager to each territory.
D. Assign a role for each manager in the user role hierarchy.

Answer: CD

NEW QUESTION 158
Sales managers at Cloud Kicks have noticed that information in some opportunity reports is incomplete. A consultant has performed an analysis and determined that opportunity stage reports often lack key information that sales managers expect at each stage because sales reps have yet to enter the data.
What should the consultant recommend so opportunity stage reports always contain the data managers expect?

A. Create an Auto launched flow to determine if required fields are missing.
B. Mark the fields as required on the Page layout.
C. Customize Path and create validation rules dependent on stages.
D. Configure Path by checking the Key Field Required checkbox.

Answer: C

NEW QUESTION 160
Cloud Kicks (CK) plans to implement Advanced Currency Management for its Salesforce implementation. CK has Roll-up Summary fields on the Account and Opportunity.
What should CK consider when enabling Advanced Currency Management in its Salesforce org?

A. Dated exchange rates are used in Opportunity forecasting or currency fields in other types of reports.

B. Opportunity Roll-up Summary fields will update from the Opportunity Line Item object.
C. Account Roll-up Summary fields will update from the Opportunity object.
D. Account cross-object formulas always use the dynamic conversion rate for currency conversion.

Answer: B

NEW QUESTION 161
A customer notices a large increase in leads created overnight which exceed the daily limits. Upon examination, the leads appear to be created by bots. The Customer uses a standard web-to-lead from without safeguards in place to limit spam on forms.
What should the consultant recommend as the first line of defense before republishing the form?

A. Select Require reCAPTCHA Verification in Web-to-Lead settings
B. Use a custom Web-to-Lead alternative with built-in protection.
C. Use an AppExchange package to add a honeypot field.
D. Engage the web services team to write custom CSS for the form.

Answer: A

NEW QUESTION 162
The sales director at Cloud Kicks wants to prevent users from viewing each other's Opportunities but wants them to check to see that the Account already exists prior to creating a new Account. Which organization-wide default should the consultant recommend?

A. Set Account to Public Read Only and use a criteria-based sharing rule on Opportunity.
B. Set Account and Opportunity to Public Read Only.
C. Set Account to Public Read Only, and Opportunity to Private.
D. Set Account and Opportunity to Private.

Answer: C

NEW QUESTION 165
A sales manager for one of Cloud Kicks" sales territories is unable to see a forecast for the current quarter. How should the consultant resolve this issue?

A. Add the sales manager to the Forecasting public group.
B. Configure the date filter on the forecast and assign it to the sales manager.
C. Set the sales manager as the Forecast Manager for this territory.
D. Select the correct forecast on the sales manager's user record.

Answer: C

NEW QUESTION 170
The Cloud Kicks global sales teams are distributed across regions. Sales leadership wants to give access to dashboards based on region. For example, users within the region should have access to regional dashboards while the leadership team should have access to global dashboards.
What should the consultant recommend meeting this requirement?

A. Create Dashboard folders for each regional sales team and one Dashboard folder for the leadership and team.
B. Create one Dashboard folder for all regional sales teams and one Dashboard folder for the leadership team.
C. Create one Dashboard folder for all regions for sales and leadership teams with View access.
D. Create region-based sales groups, one leadership group, and one Dashboard folder with View access.

Answer: A

NEW QUESTION 175
Cloud Kicks has an integration between the data warehouse and Salesforce. The VP of operations wants to synchronize customer data between the systems. What should the consultant recommend to ensure data integrity?

A. Set up a Process Builder process on the Account object to check for unique values on a monthly basis.
B. Set up an encrypted field on the Account object with Read Only on the field security settings for all profiles except the admin profile.
C. Set up an External ID field on the Account object with Read Only on the field security settings for all profiles except the admin profile.
D. Set up an import of the data from the data warehouse on a monthly basis using Data Loader

Answer: B

NEW QUESTION 177
Sales reps at Universal Containers (UC) want to know when a customer or prospect Contact opens an email, they sent so they can follow up with the Contact shortly afterward. Which tool should a consultant recommend to meet the requirement?

A. Outlook Desktop Integration
B. Einstein Activity Capture
C. High Velocity Sales
D. Salesforce Inbox

Answer: B

NEW QUESTION 180
Universal Containers compensates its sales team based on their achievement of the company's sales revenue goals. The sates 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 stone attainment.
D. Configure sales quotas and compare quota attainment on the forecast.

Answer: D

NEW QUESTION 181
Cloud Kicks wants to utilize Opportunities to report and track subscriptions to its Shoe of the Month club. Subscribers can make a single payment or pay weekly, monthly, or quarterly.
Which solution should the consultant recommend to meet the requirement?

A. Enable schedules on the Product object.
B. Activate schedules on the Opportunity object.
C. Implement contracts with a lookup to the Opportunity object.
D. Configure assets with a lookup to the Opportunity object.

Answer: A

NEW QUESTION 182
Cloud Kicks' (CK) high-value opportunities are delayed in the approval process because sales managers' approval requests go unnoticed for various reasons. CK wants to streamline the approval process and give sales managers more ways to approve opportunities in a timely manner.
Which two strategies should the consultant recommend to improve the approval process? Choose 2 answers

A. Enable approvals by email for the approval process for high-value opportunities.
B. Allow managers to approve or reject requests via the Approval Requests tab.
C. Build an automation to approve high-value opportunities.
D. Create a dashboard of pending approvals and add it to the Chatter feed.

Answer: AB

NEW QUESTION 187
Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to determine which territory has dosed the most deals in a month. The territory hierarchy has three branches with child territories, where forecast managers may be assigned to a few of them.
Which two actions can forecast managers perform? Choose 2 answers

A. Add territory forecast to the hierarchy.
B. Add a Forecasts tab to the Sales app.
C. View the territory forecasts as a single-page summary.
D. Share the forecast with any Salesforce user.

Answer: CD

NEW QUESTION 191
Northern Trail Outfitters finished implementing Sales Cloud for a mid market sales team. Sales management wants to track data trends and adoption.
What should the consultant recommend to measure core Sales Cloud record data?

A. Adoption Dashboards Pack
B. User Login Report
C. System Overview Page
D. Salesforce Optimizer

Answer: A

NEW QUESTION 194
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 m a test release environment and test changes in a test release environment.

Answer: C

NEW QUESTION 197
Cloud Kicks (CK) operates in multiple countries and wants to track historical exchange rates. The consultant at CX has implemented dated exchange rates by using Advanced Currency Management. How is the converted currency amount calculation on Opportunities determined?

A. The close date regardless of the opportunity stage
B. The close date only when the stage is closed
C. The current exchange rate regardless of the close date
D. The exchange rate at the time the opportunity is closed

Answer: A

NEW QUESTION 201
The sales manager at Cloud Kicks has asked a consultant to create a report to track when opportunities reach a certain stage with an amount equal to $100,000. The consultant saves the report to the Big Deals folder, which is a subfolder of the Sales Team folder. The Sales Manager role has View access to the Sales Team folder. The sales manager wants to subscribe to the report.
Which permission does the sales manager need to subscribe to the report created by the consultant?

A. Subscribe to Reports permission
B. Subscribe to Reports: Set Running User permission
C. Subscribe to Reports: Add Recipients permission
D. Subscribe to Reports: Run Reports permission

Answer: A

NEW QUESTION 205
Cloud Kicks needs to implement a group of Campaigns that are related to a specific marketing initiative to report on success.
What should a consultant recommend to meet the requirement?

A. Create a custom Campaign Purpose field.
B. Create a custom Campaign Group object.
C. Use the existing Parent Campaign field.
D. Use a Marketing dashboard from the AppExchange.

Answer: D

NEW QUESTION 210
Cloud Kicks (CK) has just started selling its products internationally. Management wants Salesforce Opportunities and forecasting to reflect the respective currency of CK's prospects which include the U.S. dollar, euro, British pound, and Japanese yen.
In which two ways will this impact the existing CK price book? Choose 2 answers

A. Each user can select their personal currency.
B. Opportunities to multinationals can induce more than one currency.
C. Each currency requires its own custom price book
D. Every currency price needs to be added to all of the products in the standard price book.

Answer: BC

Explanation:
According to the Salesforce Sales Cloud Consultant Study Guide, in order to support multiple currencies in Salesforce Opportunities and forecasting, each currency requires its own custom price book. It is not necessary for each user to select their personal currency or for every currency price to be added to all of the products in the standard price book.

NEW QUESTION 214
An executive at Cloud Kicks (CK) has asked its admin to create a diagram to show the high level processes the business. CK plans to use the diagram to show the context of a new process within the overall business whole.
What should the admin create to meet this requirement?

A. Capability Model
B. Strengths, Weaknesses, Opportunities, Threats (SWOT) Diagram
C. Suppliers, Imports, Processes, Outputs, Customers (SIPOC) Diagram
D. Value Stream Map

Answer: A

NEW QUESTION 215
Universal Containers (UC) has acquired another company that uses Salesforce and is migrating its legacy email alerts, and approval processes.
Which two steps should the consultant perform to maintain data integrity? Choose 2 answers

A. Enable the Create Audit Fields permission to insert historically accurate records.
B. Use the Salesforce Approval Process clone feature to migrate approval processes.
C. Merge the legacy Salesforce org into UC's Salesforce org and migrate the approval processes.
D. Insert users, and then migrate email alerts and approval processes into UCs Salesforce org.

Answer: AD

NEW QUESTION 217
The Cloud Kicks sales team needs to utilize the Salesforce mobile app feature to view, create, or update opportunities, but the internet is unavailable on their Android and iOS mobile devices.
Which two actions should the consultant recommend working around the issue?
Choose 2 answers

A. Enable the connect offline feature in Salesforce.
B. Enable the system permission to store offline data in Salesforce.
C. Enable caching in Salesforce.
D. Enable offline create, edit, and delete in Salesforce.

Answer: CD

NEW QUESTION 218
The sales director at Universal Containers wants to ensure that a custom field on the Lead object is excluded from Einstein Lead Scoring.
How should the consultant meet the requirement?

A. Exclude the custom field from all page layouts.
B. Omit the custom field from the scoring model.
C. Clear the custom field's values on all records.
D. Make the custom field Read-Only on all profiles.

Answer: B

NEW QUESTION 223
A consultant is implementing a new instance of Sales Cloud for Cloud Kicks (CK).
CK has a global sales presence that supports a customer base throughout the: world, 'CK wants to set up an appropriate structure to track customers with subsidiaries.
Which approach should the consultant recommend meeting the requirement?

A. Location-specific Account structure with Account Hierarchies
B. Global Contact structure that links all Contacts with one global Account
C. Location-specific Account structure without Account Hierarchies
D. Global Account structure that links all Contacts with one global Account

Answer: A

NEW QUESTION 225
Cloud Kicks has enabled multi-Currency in its organization. All the rates are set. What will happen if the exchange rates are adjusted?

A. All newly closed opportunities will use the new conversion rate.
B. Opportunities created this month will use the new conversion rate and old opportunities will remain the same.
C. New opportunities will use the new conversion rate and old opportunities will remain the same.
D. All opportunities with conversion rates will use the new rate.

Answer: C

NEW QUESTION 227
A sales rep notices they can edit some opportunities associated with accounts they own, but is unable to edit other opportunities, although these are associated with accounts they own. Which three reasons could explain the sales rep's experience?
Choose 3 answers

A. Sharing Rules for opportunities are set to Manager Groups.
B. Opportunity visibility allows View access to opportunities owned by others and associated with accounts they own.
C. The organization-wide defaults for opportunities are set to Private.
D. All provisioned Opportunity object permissions enable Read access with all accounts the sales rep.
E. Some opportunities associated with the sales rep's account are owned by other users.

Answer: BCE

NEW QUESTION 231
Good Kicks has the goal of generating high-quality leads by implementing Sales Cloud. Which metrics should the consultant analyze to determine the success of this goal?

A. Total number of Leads created by a Sales Rep
B. Lead to Opportunity Conversion Rate
C. Lead to Quote Conversion Rate
D. Total number of Leads by source

Answer: B

NEW QUESTION 236
Sales reps at Cloud Kicks are spending too much time coordinating meetings with prospective clients. Which solution should a consultant recommend to schedule meetings more efficiently?

A. Share the sales reps' Salesforce calendar wrth clients.
B. Utilize the Insert Availability feature in Salesforce Inbox.
C. Ask clients to share their Outlook calendars.
D. Create a site that clients can access to schedule meetings.

Answer: B

NEW QUESTION 241
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?

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

NEW QUESTION 245
Universal Containers is realigning sales territories and needs to update ownership across its 400,000 accounts. The organization-wide default for Accounts is Private.
Which two factors should the consultant consider when updating the sales territories and Account owners? Choose 2 answers

A. The organization-wide default should be set to Public before the update can be performed.
B. The Salesforce Platform can update up to 200 accounts at a time.
C. The data update will cause sharing recalculations and should be completed during off-peak hours.
D. The team can defer sharing calculations to decrease the risk of lock errors during the data update.

Answer: AD

NEW QUESTION 246
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?

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

NEW QUESTION 251
Cloud Kicks currently supports three business lines within a single Salesforce instance:
Running, Athleisure, and Celebrity Co-Branded. The VP of Atheisure controls a large budget and is often able to re-prioritize business stories and ‘shadow projects’ into releases ahead of other groups.
This topic comes up frequently and often details the monthly project management meeting, which limits the amount of time available to cover other critical topics.
Which two strategies should the consultant recommend to address these issues? Choose 2 answers

A. Create a weekly All-Hands call, including business and technology resources, to review direction and priority of development.
B. Divide the development team into three units/tracks to support each line of business independently.
C. Propose a monthly executive steering committee to manage budget, handle direction questions, and ensure development capacity is split equitably
D. Change the project management meeting to weekly, and keep the focus on action items, project risks, and resource requests.

Answer: AB

NEW QUESTION 252
Cloud Kicks needs to set sales quotas for all sales reps. Which three solutions should the consultant consider? Choose 3 answers

A. Use the Data Import Wizard.
B. Enable Forecast Quotas from Setup.
C. Use the API.
D. Assign Quota values by profile.
E. Use Data Loader.

Answer: CDE

NEW QUESTION 257
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 safes territories and hire additional staff to make the account allocations more manageable. So the states win 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 m 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.

Answer: D

NEW QUESTION 261
Cloud Kicks wants the sales operations team to be able to process customer credit card payments within Salesforce.
Which approach should the consultant recommend to meet this requirement?

A. Schedule a nightly batch job to find and post daily charges
B. Create a flow to alert the finance team to manually charge the account.
C. Utilize an application from the AppExchange

D. Develop Apex to connect with the Authorized.net API.

Answer: C

NEW QUESTION 263
Cloud Kicks (CK) uses a sales model where pre defined groups of reps work collaboratively on Accounts. Each group is also responsible for specific Accounts. CK has organization wide default access set to Public Read/1 for Accounts. CK discovered this caused issues with data quality where reps edited Accounts outside their scope responsibility. CK wants to allow reps to view any Account, but restrict editing to only reps who are responsible for those specific Accounts.
Which two steps should a consultant recommend to allow reps to continue to collaborate while eliminating incorrect edits?
Choose 2 answers

A. Change Account organization-wide defaults to Private.
B. Enable Account Teams to allow owners to grant Read/Write access.
C. Create an Account sharing rule to grant Read/Write access to all Accounts.
D. Change Account organization-wide defaults to Public/Read-Only.

Answer: BD

NEW QUESTION 268
What are two capabilities of Data Loader? Choose 2 answers

A. Extracts organization and configuration metadata
B. Prevents importing duplicate records
C. Exports field history data
D. Runs one-time or scheduled data loads

Answer: CD

NEW QUESTION 273
Cloud Kicks has enabled Orders to track and manage customer requests for products. The sates team has requested a process to return or reduce the quantity of activated Orders.
Which two Salesforce features should a consultant recommend to meet this requirement Choose 2 answers

A. Enable Orders without Price Books.
B. Enable Zero Quantity Orders.
C. Enable Negative Quantity for Order Products.
D. Enable Reduction Orders.

Answer: BD

NEW QUESTION 274
Cloud Kicks has enabled the Einstein Lead Scoring feature and rolled out Sales Cloud Einstein to ptkst users. The pilot users are unable to view the Lead Score field on me Lead record page.
Which two steps should the consultant take to fix this issue? Choose 2 answers

A. Add the Lead Score field to the Lead List View.
B. Add the Lead Score field to the Lead Page layout.
C. Assign the Einstein Lead Scoring permission set.
D. Assign the Sales Cloud Einstein permission set.

Answer: AB

NEW QUESTION 279
At Cloud Kicks (CK), each sales rep is assigned a sales ops specialist and a sales engineer. CK wants to ensure that the assigned sales ops specialist and sales engineer have access to the correct Accounts. The organization wide defaults (OWO) for Contact are set to 'Controlled by Parent',
Which solution should the consultant recommend to meet this requirement?

A. Use Apex Managed Sharing to automatically share any new Contacts.
B. Set up Account Teams with defaults for each sales rep.
C. Change the Contact OWD to Private and create sharing rules to grant visibility.
D. Add the Sharing button to the page layout so sales reps can share Contacts as needed.

Answer: B

NEW QUESTION 280
Cloud Kicks has organization-wide defaults set to Private for Account. With the rollout of Opportunity Teams, what should a consultant consider?

A. The Opportunity will be implicitly Write for the team,
B. Opportunity should be set to Public Read/Write first.
C. Account should be set to Public Read first.
D. The Opportunity's Account will be implicitly Read for the team.

Answer: D

NEW QUESTION 285

Cloud Kicks has enabled Quotas in forecasts. In which three ways can Quotas be managed for all users in the forecast hierarchy?
Choose 3 answers

A. Insert Quotas using API.
B. Add/update Quotas using the Data Import Wizard.
C. Assign Quotas to a forecast period.
D. Add/update Quotas using Data Loader.
E. Configure Forecast Quotas.

Answer: ACD

NEW QUESTION 287
Cloud Kicks (CK) recently finished a redeployment of is Lightning pages. CK users report that Lightning pages are loading slowly CK management wants to consider the impact this has on adoption.
Which two toots should the consultant recommend that CK use to evaluate lightning pages? Choose 2 answers

A. Guidance for App Butter
B. Lightning usage App
C. Performance Analysis for App Builder
D. Real-Time Event Monitoring

Answer: BC

NEW QUESTION 288
The Cloud Kicks (CK) IT team wants to enable Person Accounts in its Salesforce org. Which three prerequisites must be met before the consultant can enable Person Accounts? Choose 3 answers

A. User Profiles with Read access to Accounts must also have Read access to Contacts.
B. At least one Record Type should be created for Accounts.
C. The CK customer portal must be disabled to allow Person Account self-registration in the future.
D. The organization-wide default sharing is set so either Contact is Controlled by Parent or both Account and Contact are Private.
E. The organization-wide default for both Accounts and Contacts should be set to Public Read/Write.

Answer: ABC

Explanation:
According to the Salesforce Sales Cloud Consultant Study Guide, it is important to ensure that the organization-wide default sharing is set correctly in order to ensure that Person Accounts can be enabled in the future. It is not necessary to disable the CK customer portal in order to enable Person Accounts. Finally, it is not recommended to set the organization-wide default for both Accounts and Contacts to Public Read/Write.

NEW QUESTION 290
Sales stages are shared between sales methodologies at Cloud Kicks. There are three product lines with unique sales methodologies. A few sales stages overlap between the three product lines.
Which two recommendations should the consultant make? Choose 2 answers

A. One set of opportunity stages
B. One record type
C. Three record types
D. Three sets of opportunity stages

Answer: AC

NEW QUESTION 295
Sales reps want to review pricing on historical contracts when working on new opportunities at Cloud Kicks. Contracts are created from the Account page. Sales reps need to view all contracts for the Account on the Opportunity record.
What should a consultant Implement to meet the requirement?

A. Build a custom Opportunity lookup field to Contracts with an Account dependency filter and make it editable.
B. Add the Contracts related list to each of the Opportunity page layouts used In the sales record types.
C. use the Related List - Single component to display the Account's Contracts on the Opportunity Lightning page.
D. Create an object-specific action to create a Contract record from the Opportunity page layouts used by sales.

Answer: C

NEW QUESTION 300
Cloud Kicks manages contacts for lead generation in a marketing application. Following a new Salesforce implementation, inbound leads will be reviewed in the marketing application and then migrated to Salesforce.
Which contacts should the consultant migrate from the marketing application to leads in Salesforce?

A. New contacts
B. Active contacts
C. Qualified contacts
D. All contacts

Answer: C

NEW QUESTION 303

Cloud Kicks has configured Einstein Activity Capture (EAC) for email and is waiting to deploy it. In the meantime, a consultant is preparing training to help end users get up to speed on the product.
Which two points should the consultant include in the training information? Choose 2 answers

A. Users can choose to show emails added via EAC in the Related Lists activities view.
B. Users must connect an email account to Salesforce and agree to terms before they can send emails in Lightning.
C. Users can set their Excluded Addresses list which takes priority over the global Excluded Addresses list.
D. Users can share individual emails or make them private.

Answer: AB

Explanation:
Einstein Activity Capture (EAC) allows users to store emails and attachments in Salesforce and have them visible in the Activity Timeline and Related Lists. Users can choose to show emails added via EAC in the Related Lists activities view.
To use Einstein Activity Capture, users must connect their email accounts to Salesforce. They must also agree to the terms of the service provider before they can send emails in Lightning.

NEW QUESTION 307
Sales reps at Cloud Kicks (CK) need to see the Opportunity amount with the Account's discount field. CK sales reps are located in different regions and use different currencies. A consultant creates a custom formula field on the Opportunity.
Which currency will the custom formula use for its value if the opportunity and account records have different currencies?

A. Account currency
B. Corporate currency
C. Opportunity currency
D. User currency

Answer: C

NEW QUESTION 308
Cloud Kicks has requested a Statement of Work (SOW) that dearly states who will train users on new features and how the training will be delivered.
Which two sections of a SOW should the consultant discuss further with Cloud Kicks to meet the requirement?
Choose 2 answers

A. Approach
B. Scope
C. Background
D. Terms and Conditions

Answer: AB

NEW QUESTION 309
Cloud Kicks has a private sharing model on Accounts. Account executives need to
ensure that specific users can qualify marketing Opportunities on their Accounts. There can be different users for a given Opportunity. Sales management needs to report on which users are assigned to Opportunities.
What should the consultant recommend to the account executives?

A. Share Opportunities with specific users by granting Read access to Opportunities in their portfolio
B. Add specific users as Account team members with a role that grants Modify All access.
C. Add specific users as Opportunity team members with a role that grants Read/Write access
D. Share Accounts with specific users and their respective teams.

Answer: C

NEW QUESTION 311
Sales managers at Cloud Kicks need to visualize all open opportunities based on the location of the related Account.
Which solution should a consultant recommend?

A. Using Tableau CRM, import a data lens with the State and City for all opportunities.
B. Enable Location Services and add the Account Address field to the Opportunity page layout.
C. Create a dashboard that uses a report grouping opportunities by Account.
D. Using Salesforce Maps, configure a Data Layer showing open opportunities.

Answer: D

NEW QUESTION 312
Cloud Kicks is running a campaign for the Shoe of the Month club. Sales management wants to use Campaign Influence features with Opportunities to attribute a percentage of success to influential campaigns.
Which feature will allow for revenue share with standard and custom attribution models?

A. Create a reporting snapshot for Campaigns.
B. Use sharing rules to give access to Campaign members.
C. Create a formula field to track Campaign Influence.
D. Use Customizable Campaign Influence for reporting.

Answer: D

NEW QUESTION 316
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