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### QUESTION 1

Sales representatives at Universal Containers log activities on accounts, contacts, and opportunities. The sales manager wants to create a report to see all activities on all of the accounts that the manager owns, including activities on contacts and opportunities. Which report should be recommended to the sales manager?

- A. Activities report on accounts and contacts the manager owns
- B. Activities report on accounts, contacts, and opportunities the manager owns
- C. Activates report on accounts and opportunities the manager owns
- D. Activities report on accounts the manager owns

Correct Answer: B

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### QUESTION 2

Cloud Kicks has a lengthy and complex sales cycle. Opportunities have stages that sales reps must move a deal through, as well as indicate the probability of winning the sale. The sales manager presently uses sales stages and probability for forecasting and wants to simplify the process of reporting on projected sales for the sales team. Which approach should a Consultant recommend to streamline forecast reporting?

- A. Reduce the number of Opportunity stages and report on probability.
- B. Align Opportunity stages with probability and use collaborative forecasts for reporting.
- C. Reduce the number of opportunity stages and report on forecast category.
- D. Align forecast categories to multiple Opportunity stages and report on forecast category.

Correct Answer: B

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### QUESTION 3

A Sales Rep at Cloud Kicks has a requirement to have access to all child Accounts of the Accounts they own. The Organization-wide Default setting for Account is private. What happens if a user has access to a parent Account?

- A. The user will access to All Accounts if "Gran Access using Hierarchies" is enabled.
- B. Access can be granted by setting up a sharing rule via Account Hierarchy.
- C. Access to child Account will need to be manually added.
- D. The user will have access to child Account records.

Correct Answer: D

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### QUESTION 4



Northern Trail Outfitters is migrating from its legacy campaign and email management system to Salesforce and wants to ensure that its email templates are retained. What should be recommended for a successful migration?

- A. Enable Email to salesforce before sending email templates to salesforce
- B. Manually recreate the email and mail merge templates in salesforce
- C. Enable Email-to-case and use Import Wizard.
- D. Create an email template change set or use the Lightning Platform.

Correct Answer: D

#### QUESTION 5

In the Discovery phase of a Sales Cloud implementation, what are three effective ways a consultant can determine the design of the system? Choose 3 answers

- A. Schedule training.
- B. Establish performance benchmarks.
- C. Observer end users.
- D. Administrator a survey.
- E. Host a focus group.

Correct Answer: BDE

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