



VCE & PDF

GeekCert.com

<https://www.geekcert.com/sales-cloud-consultant.html>

2024 Latest geekcert SALES-CLOUD-CONSULTANT PDF and VCE dumps
Download

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.geekcert.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

Standard fiscal years must start on January 1st.

- A. True
- B. False

Correct Answer: B

QUESTION 2

Match this tip with its design consideration. "Users should not do things more than once because it takes time and may create dirty data" A. Tab and field naming

- B. Reduced clicks
- C. Search
- D. Record types and page layouts
- E. Workflow rules and approvals
- F. Minimized redundant data entry

Correct Answer: F

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. Implement Salesforce Connect and an external object to get real-time product order information, and add the external object as a related list 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 list 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.

Correct Answer: A

QUESTION 4

Cloud Kicks (CK) needs to determine the effectiveness of a recent marketing campaign on new leads' quality. CK is



using Einstein Lead Scoring. Which solution should the consultant recommend?

- A. Create a custom object to track the Lead Score and relate it to the Lead.
- B. Create a custom score field to capture the marketing Campaign's quality.
- C. Add the Lead Score component to the Lead Detail page.
- D. Specify a default score of the leads added to the Campaign.

Correct Answer: B

QUESTION 5

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.

Correct Answer: CD

[SALES-CLOUD-CONSULTANT PDF Dumps](#)

[SALES-CLOUD-CONSULTANT Practice Test](#)

[SALES-CLOUD-CONSULTANT Study Guide](#)