



## Salesforce

Sales-Con-201 Exam

Salesforce Certified Sales Cloud Consultant

Exam Latest Version: 6.0

## DEMO Version

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### Question 1. (Single Select)

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console. What should a consultant recommend to analyze adoption?

- A: Run the Salesforce Optimizer.
- B: Open the Lightning Usage App.
- C: Create a custom report.

**Correct Answer: B**

### Question 2. (Single Select)

Cloud Kicks is implementing Sales Territories for its retail sales unit. The sales director is requesting a detailed roll-up forecast for territories.

What should the consultant recommend?

- A: Include the Forecast Manager field on the Account page layout.
- B: Assign a Forecast Manager to each region.
- C: Assign a role for each manager in the user role hierarchy.

**Correct Answer: B**

### Question 3. (Single Select)

Cloud Kicks sales reps want to see all of the details on their current opportunities with a minimal amount of navigation or clicks to cycle through them.

Which functionality should the consultant recommend?

A: Develop a new Sales Console app including opportunities.

B: Select the Split View option from the My Opportunities list view.

C: Create a dashboard with reports on My Opportunities.

**Correct Answer: B**

#### Question 4. (Single Select)

In a recent management meeting, the VP of sales voiced concern over the current economic environment. To better understand the effectiveness of its marketing efforts, the VP expressed a need to monitor and reduce churn going forward.

Which strategy should a consultant recommend to address the VP's concern?

A: Create a year over year sales by Account report.

B: Create an average stage duration by Opportunity report.

C: Create a Historical Trending report.

**Correct Answer: C**

#### Question 5. (Single Select)

The Cloud Kicks pipeline and forecasting reports are inaccurate because sales reps are creating opportunities after they are already closed won. Sales management wants visibility into how often

the sales reps are creating these types of opportunities.

Which solution should the consultant recommend?

- A: Run the Opportunity Pipeline standard report to view the upcoming opportunities by stage.
- B: Configure a report that displays opportunities that have an earlier closed date then created date.
- C: Implement automation to update the opportunity to the first stage in the sales process.

**Correct Answer: B**



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