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### QUESTION 1

Your company has decided they want to track payment and deliveries for their products and services. Place the steps in order:

- A. Set up default schedules for any products that involve regular payments or delivery.
- B. Do not set up default schedules for products that involve payments or deliveries that are unique to each opportunity.
- C. Enable Scheduling for all products.

Correct Answer: ABC

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### QUESTION 2

Cloud Kicks plans to integrate its email system with Salesforce, and wants to show the last 2 months of email activity to its 75 sales reps.

What should a consultant recommend to meet this requirement?

- A. Sales Cloud Einstein
- B. Einstein Activity Capture Standard
- C. Email to Salesforce
- D. Sales Cloud Console

Correct Answer: B

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### QUESTION 3

Universal Containers wants to record information about the conferences it holds and people who attended them. An attendee could potentially attend multiple conferences. The Company would like to display this information on the contact layout using the standard configuration. How the system should be designed to meet the company's requirement.

- A. Utilize campaigns for conference and a custom object to record attendee information
- B. Utilize campaigns for conferences and add Campaign member to record attendee information
- C. Create a custom object for conferences and a custom object to record attendee information
- D. Create a custom object for conference and a custom lookup field to conference on Contact

Correct Answer: B

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### QUESTION 4



Your company sells large mainframes that are delivered in one delivery but are paid for with several regular installments. What type of schedule should you set up?

- A. Default Quantity Schedule
- B. Default Revenue Schedule
- C. Default Revenue and Quantity Schedule
- D. Don't create any default schedule

Correct Answer: B

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#### QUESTION 5

Cloud Kicks wants to set up Contacts and Accounts, where Contacts can be associated to multiple Accounts. Additionally, Cloud Kicks wants the ability to identify where activities are happening at the Account level.

Which two configurations will allow this setup? (Choose two.)

- A. Set up Lookup fields on the Account for each tier of relationship.
- B. Add relevant fields for Account Contact Relationship to the page layouts.
- C. Enable the roll-up to a contact's primary account.
- D. Allow users to relate a Contact to multiple Accounts in Account settings.

Correct Answer: CD

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