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QUESTION 1

When enabling multiple currencies what feature is enabled on all opportunity? Choose 2 answers

- A. Currency must be specified for the opportunity
- B. User\\'s defaults currency overrides the specified opportunity currency
- C. The selected currency is used for the Amount (Converted) field
- D. the selected currency is used for the Amount field

Correct Answer: AD

QUESTION 2

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.

Correct Answer: C

QUESTION 3

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

Correct Answer: AC



QUESTION 4

Cloud Kicks (CK) uses Collaborative Forecasts and has a custom currency field, Discount, on Opportunity that allows sales reps to record when they give a discount on an opportunity. CK just added a new business unit to Salesforce. Managers in the new business unit report that their forecasts are accurate but they are unable to see the discount amount in the Opportunity list in Collaborative Forecasting.

What should a consultant do to resolve the issue?

- A. Add a new discount field for the new business unit.
- B. Check the field level security for the managers' profile.
- C. Add the Discount field to the Sales Path for the managers.
- D. Use a validation rule to ensure that a discount is entered.

Correct Answer: B

QUESTION 5

Your organization sells a product that requires your customers to pay all at once but receive the product in increments. What should be your first step in setting up Product schedules?

- A. Enable creation of Quantity Schedules
- B. Enable creation of Revenue Schedules
- C. Set up default Quantity schedules for Products
- D. Set up default Revenue schedules for Products

Correct Answer: C

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