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### QUESTION 1

Universal Containers requires that each of its products is sold with 12 months of product maintenance. This is entered as a separate opportunity product line item on the opportunity. Once an opportunity is closed/won and the order has been shipped to the customer, the service manager manually records the maintenance line item in the assets object and sends an alert 90 days prior to the expiration date. What should a consultant recommend to streamline this process?

- A. Request the sync order to asset feature from salesforce to create an asset record once an opportunity is closed/won.
- B. Install an AppExchange app or create a trigger to automatically create an asset record once an opportunity is closed/won.
- C. Create a trigger on the asset object once an opportunity is closed/won, and add a button to the opportunity layout.
- D. Turn on the sync asset feature from the asset settings to create an asset record once an opportunity is closed/won.

Correct Answer: B

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### QUESTION 2

To properly plan for company growth, Cloud Kicks needs to track monthly revenue projections from the sales of its annual Subscription service.

How should the Consultant configure Salesforce to support this reporting need?

- A. Opportunity Dashboard showing Opportunities Closed each month
- B. Opportunity Dashboard showing Products sold each month
- C. Opportunity Products with monthly Product Schedules
- D. Opportunity Products with formula fields for each month's value

Correct Answer: C

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### QUESTION 3

Universal Containers has noticed a sizeable decrease in the number of sales representatives who are meeting their quotas. What should be evaluated to determine the cause of this decline? Choose 2 answers:

- A. Percent of converted leads per sales representative.
- B. Comparison report of forecasts versus converted leads.
- C. Activity history report on open and closed opportunities.
- D. Trending report on won versus lost opportunities

Correct Answer: CD

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#### QUESTION 4

What is a capability of Data.com Clean? Choose 3 answers

- A. Data.com Clean can be used with Salesforce.com person accounts and business accounts.
- B. Accounts must be cleaned before cleaning contacts, but leads may be cleaned either before or after cleaning LI accounts.
- C. Individual records can be manually compared side-by-side with matched Data.com records and updated field-by-field.
- D. Accounts, contact, and lead records can be selected from a list and cleaned all at once.
- E. Data.com can be configured to run automated Clean jobs to flag field differences and automatically fill blank fields.

Correct Answer: CDE

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#### QUESTION 5

Which pair of reports is best associated with the business driver "Manage the Funnel"?

- A. "# of Face-to-Face Meetings" and "# of Deals Won, Lost, and In-Progress"
- B. "Stage Duration Age" and "Forecast by Sales Rep"
- C. "Closed Opportunities by Lead Source" and "Reasons for Lead Disqualification"

Correct Answer: B

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