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QUESTION 1

After completing a successful Sales Cloud rollout to a new business unit at Universal Containers, sales forecasting within Salesforce is inaccurate. Upon closer inspection, some opportunities appear in the incorrect forecast category. How should a consultant troubleshoot this issue efficiently?

A. Write a conditional validation rule on the Forecast Category field.

B. Make the Forecast Category a required field on relevant Opportunity page layouts.

C. Create a report to determine the number of opportunities in each forecast category.

D. Verify the Stage to Forecast Category Mappings on the Opportunity object

Correct Answer: D

QUESTION 2

Cloud Kicks has just deployed an of its configurations. The admin wants to build a separate process but uses most of the objects that were deployed.

What is the best practice a consultant should recommend to the admin?

A. Build m a test release environment and test changes in Production.

B. Build in a Developer Sandbox and test changes in Production.

C. Build in a Developer Sandbox and test changes in a test release environment.

D. Build m a test release environment and test changes in a test release environment.

Correct Answer: C

QUESTION 3

A sales manager at Cloud Kicks is reviewing teams opportunities in the forecast tab. The sales manager wants to split an opportunity with two sales representatives in different regions.

Which three actions should the Consultant recommend to meet these requirements?

A. Create a custom Opportunity currency field.

B. Enable Overlay Splits

C. Enable Opportunity Splits.

D. Create custom Product Families.

E. Enable Opportunity Teams.

F. Create Revenue Split Types.

Correct Answer: BCF

QUESTION 4

UC would like to capture qualification information for new leads (e.g. whether or not a person is a decision maker). The information should also appear in the contact record once the lead has been converted. Which approach should a consultant recommended?

A. Create a custom field on lead and contact object, utilize a trigger to transfer the value after conversion.

B. Create a custom field on lead and contact object; these fields will be mapped automatically during conversion.

C. Create a custom field on lead and contact object, configure mapping for these two fields for conversion.

D. Create a custom field on lead and contact object, advice user to select it for transfer during conversion.

Correct Answer: C

QUESTION 5

What are the benefits of enabling territory management?

Choose 2 answers

A. Support to complex and frequently changing sales organization

B. Ability to generate account sharing rule based on territory membership

C. Support for multiple forecast per user based on territory membership

D. Ability to expand private sharing model using account criteria

E. Ability to include opportunity in more than one record.

Correct Answer: CD