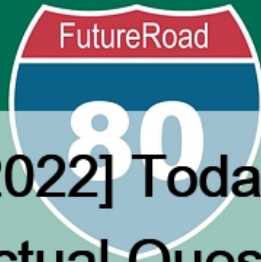


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NEW QUESTION 64

The Cloud Kicks sales manager wants to deploy dynamic dashboards to show sales effectiveness in areas that sales members operate and manage.

Which two considerations should the consultant advise the sales manager about dynamic dashboards?

Choose 2 answers

- * Dynamic dashboards allow all users to view data as any user.
- * Dynamic dashboards must be manually refreshed.
- * Dynamic dashboards require users to follow each component
- * Dynamic dashboards must be saved in public or shared folders.

NEW QUESTION 65

Universal Containers wants to improve sales productivity in inside sales and is has been advised to consider Salesforce Console for Sales.

Which two use cases justify this recommendation? (Choose two.)

- * Need to add notes quickly while talking to the client.
- * Need to view the caller ID on screen and quickly make calls with one click.
- * Need to prioritize search results for contacts and opportunities.
- * Need to chat with customers in real time with Chatter.

NEW QUESTION 66

A marketing department that runs many concurrent campaigns has specified that the influence timeframe for a campaign is 60 days. What is the impact on the campaign influence for opportunities when a contact is associated to an opportunity in a contact role?

- * Campaigns in which a contact became a member within the last 60 days will be associated and displayed in Campaigns with Influenced Opportunities Report.
- * All contacts associated with campaigns will be added to the campaign influence related list.
- * Sales reps can choose which campaigns created within the last 60 days should be added to the campaign influence related list.
- * All campaigns created within the last 60 days will be added to the campaign influence related list.

NEW QUESTION 67

Universal Containers wants to divide the revenue of the closed Opportunities between sales reps that worked on the deal. Additionally, on some deals, the sales reps work with technical sales managers and want a way to credit them for their support.

How should the consultant meet this requirement?

- * Enable Opportunity Teams and ask Opportunity owners to add technical sales managers.
- * Use adjustments in Collaborative Forecasting to attribute Opportunity revenue to each technical sales manager
- * Enable Opportunity splits, revenue splits for sales reps, and overlay splits for technical sales managers.
- * Create 2 formula field on the Opportunity to track revenue attributed to technical sales managers.

NEW QUESTION 68

Cloud Kicks wants to implement a methodology to determine which current Leads have the most in common with Leads that have successfully been converted in the past. How can Cloud Kicks support this requirement?

- * Use Einstein Lead Scoring
- * Create a lead Rollup Summary Field.
- * Use Lead Conversation Reporting.
- * Create a Joined report.

NEW QUESTION 69

Cloud Kicks acquired a shoe distribution partner. The Marketing and Sales Directors want to migrate the existing sales and

marketing data into Cloud Kicks; Salesforce instance.

Which three aspects should the Consultant consider before proceeding with the data migration? (Choose three.)

- * Volume of customer, partner, and prospect data from the existing system.
- * Total number of records being imported compared to the Salesforce edition.
- * Criteria to apply to records that should be archived before migration.
- * Number of marketing campaign licenses required for the migration.
- * Classic features that have been improved by Lightning Experience.

NEW QUESTION 70

Sales representatives at Northern Trail Outfitters (NTO) want to share product specification with customers who do not have Salesforce access. These customers should only be allowed to preview the document in the browser without download permissions. What solution should a consultant recommend to meet this requirement?

- * Upload the file to Chatter files and disable the download delivery option.
- * Upload the file to Documents and enable the externally available option.
- * Upload the file to Content and disable the download delivery option.
- * Upload the file to Chatter files and enable the password protection option.

NEW QUESTION 71

Universal Containers wants to capture business sector information on a lead and display the information on the account and contact once the lead has been converted. How can these requirements be met?

- * Create a custom field on the Lead, Account, and Contact objects and configure mapping of these two fields for conversion. Use a trigger to update the Contact field with the Account value.
- * Create a custom field on the Lead and Account objects. Create a custom formula field on the Contact object to pull the value from the Account object.
- * Create a custom field on the Lead and Account objects and configure mapping of these two fields for conversion. Create a custom formula field on the Contact object to pull value from the Account object.
- * Create a custom field on the Lead and Account objects and configure mapping of these two fields for conversion. Create a custom formula field on the Account object to pull value from the Contact object.

NEW QUESTION 72

Universal Containers is realigning sales territories and needs to update ownership across its 400,000 accounts. The organization-wide default for Accounts is Private.

Which two factors should the consultant consider when updating the sales territories and Account owners?

Choose 2 answers

- * The organization-wide default should be set to Public before the update can be performed.
- * The Salesforce Platform can update up to 200 accounts at a time.
- * The data update will cause sharing recalculations and should be completed during off-peak hours.
- * The team can defer sharing calculations to decrease the risk of lock errors during the data update.

NEW QUESTION 73

The Cloud Kicks team has made a correction in a sandbox environment that needs to be deployed to production as soon as possible. The sandbox and production environments are on two different versions of Salesforce. The fix requires functionality in the sandbox version.

Which action should the consultant recommend?

- * Deploy from version control before the Salesforce Platform upgrade window.
- * Deploy changes from the sandbox to production this weekend.
- * Deploy the changes from the sandbox to production once both environments are on the same version.
- * Deploy the changes from the sandbox to production concurrently with the Salesforce Platform upgrade.

NEW QUESTION 74

Management at Northern Trail Outfitters wants to make sure their sales representatives are recording important email communication with customers while they are away from their offices. The sales representatives use various email applications.

Which solution should be recommended?

- * Download and install a Salesforce universal connector for their smartphones and computers.
- * Copy and paste emails manually to the customer record in Salesforce from their smartphones and computers.
- * Forward emails using their Email-to-Salesforce email address from their smartphones and computers.
- * Download and install the Salesforce for Outlook connector on their smartphones and computers.

NEW QUESTION 75

Universal Containers has set the organization-wide default to public read-only for accounts, contacts, and opportunities. Activities are set to be controlled by the parent. The ABC Corporation account is owned by a sales user whose profile grants create, read, edit, and delete access to accounts, contacts, and opportunities.

Which two actions does the owner of the ABC Corporation account have the right to take? (Choose two.)

- * View, edit, and delete activities owned by other users directly related to the account.
- * View, edit, and delete related contacts and opportunities owned by other users.
- * Share the account with other users through manual sharing and account teams.
- * Transfer ownership of related contacts and opportunities owned by other users.

NEW QUESTION 76

Cloud Kicks needs to migrate data into Salesforce and is considering using Data Loader.

What are two capabilities of this migration tool?

Choose 2 answers

- * Exports field history data
- * Prevents importing duplicate records
- * Extracts organization and configuration metadata
- * Imports more than 100 fields per record
- * Runs one-time or scheduled data loads

NEW QUESTION 77

Universal Containers (UC) has acquired another company that uses Salesforce and is migrating its legacy email alerts, and approval processes.

Which two steps should the consultant perform to maintain data integrity?

Choose 2 answers

- * Enable the Create Audit Fields permission to insert historically accurate records.
- * Use the Salesforce Approval Process clone feature to migrate approval processes.
- * Merge the legacy Salesforce org into UC's Salesforce org and migrate the approval processes.
- * Insert users, and then migrate email alerts and approval processes into UCs Salesforce org.

NEW QUESTION 78

A consultant has created a custom formula field on Opportunity that multiplies the Opportunity Amount by the Account's Discount field. Which Currency will the formula field use for its value if the Opportunity and the Account records have different Currencies?

- * The Account currency
- * The User currency
- * The Corporate currency
- * The Opportunity currency

NEW QUESTION 79

Cloud Kicks requires its sales reps to go through an internal certification process on myTrailhead before they add specific groups of Products to Opportunities.

Which two solutions should be used to validate that sales reps have completed the myTrailhead badge?

Choose 2 answers

- * Use a validation rule on Opportunity Products to prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge.
- * Use a Process Builder process on Products marked as requiring the myTrailhead badge to automatically share the Products with sales reps who have completed the badge.
- * Use a validation rule on Products marked as requiring the myTrailhead badge to prevent those Products from being added to an Opportunity.
- * Use a separate once book for the Products requiring the myTrailhead badge and only share the once book with sales reps who have completed the badge-

NEW QUESTION 80

Sales directors at Northern Trail Outfitters (NTO) cannot see or update their teams' forecasts. Sales representatives are constantly asked to provide the directors with their updated forecast information.

Which two methods should NTO use to correct how forecasts are managed? (Choose two.)

- * Create forecast Chatter groups where sales representatives can post and share their forecasts.
- * Configure weekly customized forecast reports and dashboards to be emailed to sales management.
- * Enable override forecast permission in the Manager's profile.
- * Create a forecast hierarchy and assign managers to the forecast manager role.

NEW QUESTION 81

Cloud Kicks wants to improve its Return On investment (ROI) by creating intelligent processes built on trusted, targeted data. What are two justifications for using third-party data enrichment tools? Choose 2 answers

- * To monitor customers' and prospects' NPS score with their customers
- * To create customer segment with personas and scoring

- * To survey prospects on post-purchase of competitors' products
- * To enrich customer data signaling intent to purchase

NEW QUESTION 82

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?

- * Sales Cloud Einstein
- * Einstein Activity Capture Standard
- * Email to Salesforce
- * Sales Cloud Console

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