



Task Auto



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partner

Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:44:52

- 1 of 65. The sales director at Cloud Kicks wants to enable Person Accounts in its org. The sales director asked a consultant to evaluate the solution and present it to the sales team.

What should the consultant consider when evaluating Person Accounts?

- A. The Person Account object must have at least two record types.
- B. Person Account records only count toward Account storage.
- C. Enabling Person Accounts requires a Public Read/Write sharing model.
- D. Enabling the Person Accounts feature is irreversible.

Mark this item for later review.

P

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:44:34

- 2 of 65. Cloud Kicks has just deployed all 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 in a Developer Sandbox and test changes in a test release environment.
- B. Build in a test release environment and test changes in Production.
- C. Build in a test release environment and test changes in a test release environment.
- D. Build in a Developer Sandbox and test changes in Production.

Mark this item for later review.

C

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Tool Bars



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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:44:17

- 3 of 65. Universal Containers wants to minimize the need for sales reps to manually create meetings and events that are stored on their calendars.

Which two Einstein Activity Capture (EAC) capabilities should the consultant consider?

Choose 2 answers

- A. EAC events are unable to be synched with contacts and leads.
- B. EAC adds events to the activity timeline for custom objects.
- C. EAC supports emails, events, and contacts.
- D. EAC is a two-way sync for events and contacts.

Mark this item for later review.

C_Q

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:44:06**

- 4 of 65.** Cloud Kicks has configured Account Teams and is ready to go live in Production.

How should the consultant migrate Account Team configuration to Production?

- A. Push with Workbench.
- B. Import with Data Loader.
- C. Create manually.
- D. Deploy with Change Sets.

 Mark this item for later review.

C

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:43:54**

- 5 of 65.** Cloud Kicks has hired a consultant to help with its initial Salesforce implementation.

Which three steps should the consultant take to help Cloud Kicks get Salesforce up and running?

Choose 3 answers

- A. Define company vision.
- B. Finalize integrations.
- C. Prioritize goals.
- D. Define KPIs.
- E. Analyze competitors.

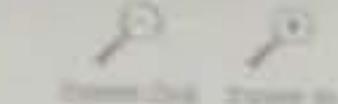
 Mark this item for later review.**Q, C, D**

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Task Area



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Multiple Blocks



Crossword



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No Materials

Salesforce Certified Sales Cloud Consultant (WT22)

Time Remaining : 01:43:21

6 of 65. 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?

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

Mark this item for later review.

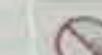
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:42:59**

- 7 of 65.** A consultant is working with Cloud Kicks (CK) on its initial Sales Cloud implementation. CK wants its sales reps to be able to use Sales Cloud to track accounts, contacts, and opportunities before its global conference in 4 months.

What should the consultant recommend to meet the requirement?

- A. Reschedule the event to ensure functionality is complete.
- B. Deploy the Salesforce mobile app to the team prior to the event.
- C. Set obtainable metrics, goals, and milestones for the deadline.
- D. Implement additional features to make the team more productive.

 Mark this item for later review.

C

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:42:54**

- 8 of 65.** Universal Containers continues to see substantial growth year-over-year. Outside sales reps think their territories are too dense to cover adequately. Leadership has decided to modify the existing sales territories and hire additional staff to make the account allocations more manageable. Some states will change from one territory to two or more smaller territories. In these instances, accounts will need to be reassigned to new territories.

Sales operations wants to review the territory account assignments and verify the accuracy before the changes are reflected in Sales Cloud.

How should the consultant show sales operations what the data will look like after the change?

- A. Use Tableau to geocode account addresses and display on a territory map.
- B. Run the updated assignment rules in Planning State and view the accounts on the territory detail page.**
- C. Use Data Loader to export the accounts and make updates in Google Sheets.
- D. Install the Territory Management Reporting Pack from the AppExchange.

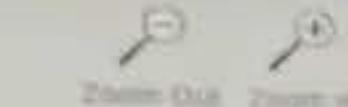
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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:42:50

- 9 of 65. Cloud Kicks has enabled the Einstein Lead Scoring feature and rolled out Sales Cloud Einstein to pilot users. The pilot users are unable to view the Lead Score field on the Lead record page.

Which two steps should the consultant take to fix this issue?

Choose 2 answers

- A. Add the Lead Score field to the Lead List View.
- B. Add the Lead Score field to the Lead Page layout.
- C. Assign the Einstein Lead Scoring permission set.
- D. Assign the Sales Cloud Einstein permission set.

Mark this item for later review.

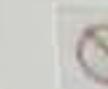
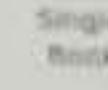
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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:42:38

- 10 of 65. At Universal Containers, in addition to the sales team, support reps are sometimes eligible for commissions. When support reps are involved in a deal, they should receive a credit of 15% of the revenue.

What should the consultant consider when designing a revenue sharing solution?

- A. Revenue splits are required in order to use overlay splits.
- B. Overlay splits allocated on an Opportunity can total any percentage.
- C. Overlay splits can be assigned to any user with the appropriate profile.
- D. Revenue splits allocated on an Opportunity can total any percentage.

Mark this item for later review.

B

https://help.salesforce.com/s/articleView?id=sf.forecasts3_understanding_overlay_splits.htm&type=5

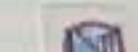
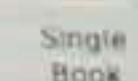
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Overlay splits can add up to any percentage of the opportunity amount, sometimes exceeding 100%. For example, your sales team can include sales engineers, product specialists, or partners who help close deals but aren't directly responsible for them.

**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:42:31**

- 11 of 65.** Cloud Kicks (CK) operates in multiple countries and wants to track historical exchange rates. The consultant at CK has implemented dated exchange rates by using Advanced Currency Management.

How is the converted currency amount calculation on Opportunities determined?

- A. The exchange rate at the time the opportunity is closed
- B. The current exchange rate regardless of the close date
- C. The close date regardless of the opportunity stage
- D. The close date only when the stage is closed

 Mark this item for later review.

C

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Test Aids

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Calculator

Pencil
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Materials**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:42:29**

- 12 of 65.** Up to this point, two sales reps have had separate accounts and opportunities. Sales Rep A wants to include Sales Rep B in a few opportunities on one account.

Which two actions can Sales Rep A allow Sales Rep B to do when Account Teams are enabled and used for this account?

Choose 2 answers

- A. View one of the opportunities on the account.
- B. View the account and keep activities private.
- C. Grant Read access on the account's cases.
- D. Edit all opportunities on the account.

 Mark this item for later review.

A, C, B

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:41:26

13 of 65. Sales reps want to review pricing on historical contracts when working on new opportunities at Cloud Kicks. Contracts are created from the Account page. Sales reps need to view all contracts for the Account on the Opportunity record.

What should a consultant implement to meet the requirement?

- A. Add the Contracts related list to each of the Opportunity page layouts used in the sales record types.
- B. Build a custom Opportunity lookup field to Contracts with an Account dependency filter and make it editable.
- C. Use the Related List - Single component to display the Account's Contracts on the Opportunity Lightning page.
- D. Create an object-specific action to create a Contract record from the Opportunity page layouts used by sales.

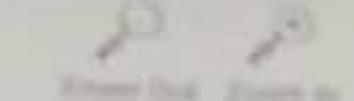
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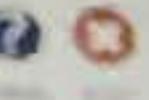
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Written Materials



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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:41:16

- 15 of 65. At Cloud Kicks (CK), each sales rep is assigned a sales ops specialist and a sales engineer. CK wants to ensure that the assigned sales ops specialist and sales engineer have access to the correct Accounts. The organization-wide defaults (OWD) for Contact are set to 'Controlled by Parent'.

Which solution should the consultant recommend to meet this requirement?

- A. Use Apex Managed Sharing to automatically share any new Contacts.
- B. Add the Sharing button to the page layout so sales reps can share Contacts as needed.
- C. Change the Contact OWD to Private and create sharing rules to grant visibility.
- D. Set up Account Teams with defaults for each sales rep.

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:41:00

- 16 of 65.** Cloud Kicks (CK) sells Formal and Athletic footwear lines. CK is using Product Families on Products to associate each product to its corresponding line. CK currently forecasts an Expected Revenue amount that combines all products together.

A consultant is assessing how CK can divide its forecasts by footwear line.

Which solution should the consultant recommend to improve CK's forecasts?

- A. Make separate stages and sales processes for each Product Family.
- B. Configure a new Forecast Type on Opportunity grouped by Product Family.
- C. Use Flow to populate custom Formal and Athletic currency totals, then forecast by these fields.
- D. Configure a new Forecast Type on Opportunity Product grouped by Product Family.

Mark this item for later review.

D

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:40:54

17 of 65. The VP of sales at Cloud Kicks wants to provide options to sales reps for changing account or contract details for a created order.

Which two conditions should the consultant consider to meet this requirement?

Choose 2 answers

- A. The currency associated with the order can be different from the new contract.
- B. The order associated with the account should be in draft status.
- C. The contract associated with the order is associated with the new account.
- D. The price book associated with the order is associated with the new account.

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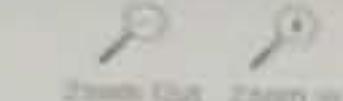
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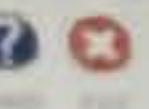
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Test Auto



Single Word



Multiple Choice



Calculator



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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:40:46

- 18 of 65.** Cloud Kicks (CK) sells online subscriptions for its leading Shoe of the Month club. Customers can make a single payment or pay weekly, monthly, or quarterly. CK wants to use Opportunities to track and report on these subscription deals.

What should a consultant recommend to meet this requirement?

- A. Enable schedules on the Opportunity object.
- B. Enable schedules on the Orders object.
- C. Enable schedules on the Contract object.
- D. Enable schedules on the Product object.

Mark this item for later review.

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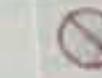
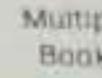
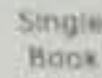
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Test Aids

**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:40:43**

- 19 of 65.** Cloud Kicks (CK) has an external enterprise resource planning (ERP) system that stores product order information. CK wants to view those orders as a related list on the account record in real time.

Which best practice should the consultant recommend?

- A. Implement Salesforce-to-Salesforce to get real-time product order information, and add it as a related list on the Account.
- B. Create external object product order information in Salesforce, run a nightly batch to get details from ERP, and add the external object as a related list on the Account.
- C. Create a Lightning component, and get the real-time product order information from ERP using REST integration.
- D. Implement Salesforce Connect and an external object to get real-time product order information, and add the external object as a related list on the Account.

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Test Aids



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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:40:39**

20 of 65. The marketing team is using a separate platform for managing prospects and wants to hand off qualified prospects to the sales team.

How should the consultant meet this requirement?

- A. Create Salesforce users for the marketing team so they can enter leads directly into Salesforce.
- B. Recommend an integration with the marketing platform to Salesforce that generates tasks with lead information.
- C. Create a report of Salesforce leads and compare it with marketing data on a regular basis.
- D. Recommend an integration with the marketing platform that creates leads in Salesforce.

 Mark this item for later review.

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Test Aids

**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:40:28**

- 21 of 65.** During the requirements gathering workshops at Cloud Kicks, the project team and subject matter experts bring up new ideas to incorporate into the current project.

Which best practice should the consultant use to refocus the meeting and stay on topic?

- A. Tell key stakeholders that the team is focused on other ideas.
- B. Remind the team of the purpose and scope of this project.
- C. Incorporate the new ideas into the solution design.
- D. Invite only the subject matter experts to subsequent workshops.

 Mark this item for later review.

D

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:40:18

- 22 of 65.** Universal Containers (UC) has established Sales Ops teams. As part of the sales process, Tasks are used to track all customer interactions. UC wants any available Sales Ops team member to handle these Tasks as soon as possible.

Which Salesforce functionality should the consultant recommend to meet the requirement?

- A. Create Opportunity Teams to manage Tasks.
- B. Leave the Task's 'Assigned To' field blank.
- C. Use workflows to create a Task for each team member.
- D. Assign Tasks to a queue to share work efficiently.

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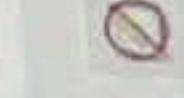
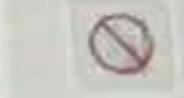
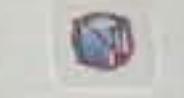


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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:39:59**

23 of 65. 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

Mark this item for later review.

B

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:39:41**

- 24 of 65.** Cloud Kicks (CK) has a custom object, Project__c, that has a lookup relationship to the Opportunity object. The CK project manager has requested a report that includes both Project__c and Opportunity data.

What should the consultant use to include data from both the Project__c and Opportunity objects in one report?

- A. Matrix reports
- B. Junction reports
- C. Cross-object filters
- D. Custom report types

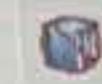
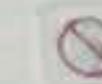
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:39:05**

25 of 65. Universal Containers compensates its sales team based on their achievement of the company's sales revenue goals. The sales ops team needs to track the sales reps' performance against these goals.

How should the consultant meet the requirement?

- A. Build automation to aggregate and report on revenue attainment from the User object.
- B. Construct Opportunity Reports with custom formulas to show attainment.
- C. Configure sales quotas and compare quota attainment on the forecast.
- D. Configure custom objects and use automation to calculate and store attainment.

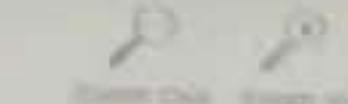
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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:38:57

26 of 65. The VP of sales at Cloud Kicks wants to know the percentage of opportunities in a certain stage that were eventually closed won.

Which two steps should a consultant take to create a solution?

Choose 2 answers

- A. Create a roll-up summary formula.
- B. Update a custom field using automation.
- C. Enable Feed Tracking.
- D. Create a report and dashboard.

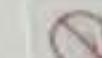
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:38:33**

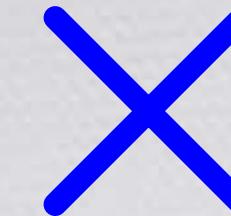
- 27 of 65.** Cloud Kicks requires its sales reps to go through an internal certification process on myTrailhead before they can add specific groups of Products to Opportunities.

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

Choose 2 answers

- A. Use a validation rule on Products marked as requiring the myTrailhead badge to prevent those Products from being added to an Opportunity.
- B. 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.
- C. Use a separate price book for the Products requiring the myTrailhead badge and only share the price book with sales reps who have completed the badge.
- D. 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.

Mark this item for later review.

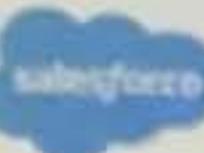


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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:38:23

- 28 of 65. The sales team at Cloud Kicks has roughly 100 members. The sales director has requested that newly created reports be shared with the sales team.

How should the consultant efficiently share these reports?

- A. Create a Report folder, add members in a specific Profile, and share the Report folder.
- B. Create a Report folder, add members in a specific Role, and share the Report folder.
- C. Create a Report folder, add members to a Private Group, and share the Report folder.
- D. Create a Report folder, add members in a specific Queue, and share the Report folder.

Mark this item for later review.

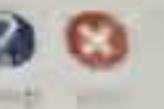
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Tool Aids



Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:38:17

29 of 65. The Cloud Kicks team needs to quickly look up contacts, accounts, and opportunities and easily log calls from their mobile phones. Due to limited coverage in certain geographic areas, the team wants access to customer information while out of the office and when they are without an internet connection.

Which two steps should the consultant recommend?

Choose 2 answers

- A. Download the Salesforce mobile app.
- B. Enable Mobile SDK.
- C. Enable Salesforce Inbox.
- D. Enable caching and Offline Edit.

Mark this item for later review.

A_Q

X

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:38:13**

30 of 65. Cloud Kicks (CK) uses a custom object named GumShoe__c. GumShoe__c is the child in a master-detail relationship with the Opportunity object. Staff members use this object to create requests for supporting research. CK wants to easily generate new GumShoe__c records from staff phones by using the Salesforce mobile app.

What should a consultant recommend to meet the requirements?

- A. Create a Quick Action.
- B. Create a Lightning component for mobile.
- C. Create a custom hyperlink to a related list.
- D. Create a custom Process Builder process.

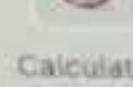
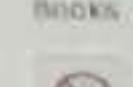
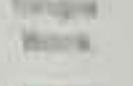
 Mark this item for later review.**A**

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:38:11

31 of 65. The Cloud Kicks (CK) sales team works with two different types of leads: distributors and retailers. CK's management wants the sales team to follow two different lead qualification processes before converting the lead into an opportunity.

Which three actions should a consultant recommend to meet this requirement?

Choose 3 answers

- A. Create distributor and retailer lead record types.
- B. Add leads to different campaigns based on lead type.
- C. Create Status picklist values specific to each lead type.
- D. Create retailer and distributor lead processes.
- E. Create a new profile and only assign one lead record type to it.

Mark this item for later review.

A-C-D

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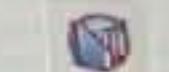
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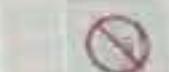
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Written Materials



partner

Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:37:47**

- 32 of 65.** Cloud Kicks wants to implement team selling to share differing levels of access to Accounts and associated records, such as opportunities, contracts, and cases, based on team member responsibilities.

Which capability should the consultant recommend?

- A. Role hierarchy
- B. Account Teams
- C. Opportunity Teams
- D. Sharing rules

 Mark this item for later review.**B**

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:37:21**

33 of 65. Cloud Kicks has the goal of generating high-quality leads by implementing Sales Cloud.

Which metrics should the consultant analyze to determine the success of this goal?

- A. Total number of Leads by source
- B. Total number of Leads created by a Sales Rep
- C. Lead to Opportunity Conversion Rate
- D. Lead to Quote Conversion Rate

 Mark this item for later review.

C

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partner

Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:37:10**

34 of 65. Multiple sales reps work together to close opportunities at Cloud Kicks. Management needs to know how much credit each sales rep receives on opportunities they close to maintain accurate quota reports.

Which solution should a consultant recommend to meet the requirement?

- A. Enable Opportunity Team Selling and create a report grouped by Opportunity team member.
- B. Create custom fields on the Opportunity object for sales reps to enter a credit percentage.
- C. Set the organization-wide sharing default for the Opportunity object to Private.
- D. Enable Opportunity Splits and add the Opportunity Splits related list to Opportunity page layouts.

 Mark this item for later review.

0

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partner

Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:36:43**

35 of 65. Cloud Kicks has a requirement to measure end user adoption and data quality in Salesforce.

Which solution should the consultant recommend?

- A. Einstein Conversation Insights
- B. Tableau custom dashboard
- C. Adoption & Data Quality Dashboards Pack
- D. Salesforce Surveys

 Mark this item for later review.

C

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partner

Salesforce Certified Sales Cloud Consultant (WT22)

Time Remaining : 01:36:31

- 36 of 65.** A consultant is implementing a new Sales Cloud instance for Cloud Kicks (CK) that has a public sharing model for Accounts. Different sales reps own local Accounts that create a multi-level Account Hierarchy. CK needs to see the total number of closed won opportunities and the revenue value for all Accounts in the hierarchy when viewing a parent Account.

Which recommendation meets this requirement?

- A. Use the View Account Hierarchy option and include a custom Roll-Up Summary field with the total value of won Opportunities in the displayed columns.
- B. Create a Roll-Up Summary field on the parent Account with the total value of won Opportunities from the child Accounts.
- C. Configure an after-save flow to update a custom field on the parent Account with the total value of won Opportunities from the child Accounts.
- D. Create a workflow rule to update the custom field on the parent Account with the total value of won Opportunities from the child Accounts.

Mark this item for later review.

A

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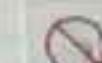
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:36:11**

- 37 of 65.** A Cloud Kicks sales team based in the U.S. wants to grow market share in Australia. The company has multi-currency enabled and has added the Australian Dollar as an available currency.

How should the consultant allow the sales team to report on Australian deal values in U.S. Dollars (USD)?

- A. Enable parenthetical currency conversion.
- B. Create a formula field to perform a currency calculation.
- C. Use USD for Australian Opportunity currencies.
- D. Set each sales user's default currency to the Australian Dollar.

 Mark this item for later review.

A

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Test Alerts



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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:35:52

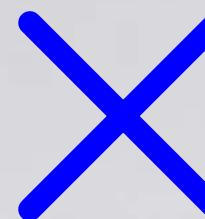
38 of 65. The sales director of retail products at Cloud Kicks wants to allow cloning of orders to help sales reps process repetitive orders.

What are two guidelines to consider when cloning an order with products?

Choose 2 answers

- A. A cloned order must be associated with the same contract as the original order.
- B. A cloned order's start date must fall between the associated contract's start and end dates.
- C. A new order's currency or price book will remain the same if the original order has products.
- D. The admin will be able to set up which fields can be cloned to a new order.

Mark this item for later review.

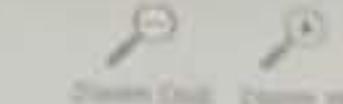


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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:35:41

- 39 of 65. 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. Three sets of opportunity stages
- B. One set of opportunity stages
- C. Three record types
- D. One record type

Mark this item for later review.

A, C

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:34:51

40 of 65. Cloud Kicks sales reps want to see all of their current opportunities, and the full details, with a minimal amount of navigation or clicks to cycle through them.

Which functionality should the consultant recommend?

- A. From the 'My Opportunities' list view, select the Split View option.
- B. Construct a new Sales Console app including opportunities.
- C. Create a 'My Opportunities' report and open each opportunity in a new browser tab.
- D. Create a 'My Team Opportunities' report and open each opportunity in a new browser tab.

Mark this item for later review.

A

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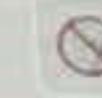
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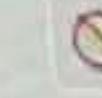
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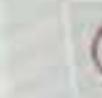
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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:34:32

41 of 65. Cloud Kicks needs to associate some Contacts with many Accounts.

Which solution should a consultant recommend to meet this requirement?

- A. Add a custom Account lookup field on the Contact.
- B. Use the Contact to Multiple Accounts feature.
- C. Add Contact to the partners related list on other Accounts.
- D. Use the Contact roles related list on Accounts.

Mark this item for later review.

B

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:34:26**

- 42 of 65.** The sales manager at a company has noticed that sales teams are having trouble understanding who should own an Opportunity. Sales teams base their sales Opportunities on assignments to specific ZIP codes.

Which solution should the consultant recommend?

- A. Sales Cloud Einstein
- B. Sharing Rules
- C. Account Teams
- D. Territory Management

Mark this item for later review.

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:34:17

- 43 of 65.** The Asia Pacific and Japanese sales teams from Cloud Kicks have requested separate report folders for each region. The VP of sales needs access to both report folders in one place to find reports for all of the regions, and wants to retain visibility of the reports in each folder.

What should the consultant recommend to meet the requirement?

- A. Create all new regional folders and move the reports to the respective region folder with subscribe access.
- B.** Create all new regional folders and move the reports to the respective region folder with viewer access.
- C. Create grouped folders, keeping the top region folder sharing settings and limiting the sharing settings for the grouped folders.
- D. Create subfolders and give access to the root folder, keeping the top region folder sharing settings.

Mark this item for later review.

B

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partner

Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:34:07**

- 44 of 65.** Access to opportunities at Cloud Kicks should be restricted. Sales users should only have access to two categories of opportunities: opportunities they own, and opportunities that are tied to accounts they own.

What are two actions a consultant can take to meet the requirement?

Choose 2 answers

- A. Set Territory Management to grant Read access to opportunities owned by others.
- B. Set opportunity access on the role to View All opportunities associated with their accounts.**
- C. Set organization-wide defaults for opportunities to Public Read-Only.
- D. Set organization-wide defaults for opportunities to Private.

Mark this item for later review.

X

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:33:25**

45 of 65. The Universal Containers management team wants to help sales reps determine the right time to contact prospects.

What should the consultant recommend to meet the requirement?

- A. Implement Sales Dialer and begin cold calling leads to request availability.
- B. Create a formula field to determine the prospect's time zone.
- C. Configure Einstein Lead Scoring to determine the best time to make contact.
- D. Enable Email Tracking with reporting and activity timeline.

 Mark this item for later review.

C

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**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:33:18**

47 of 65. 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. Configure Path by checking the Key Field Required checkbox.
- B. Customize Path and create validation rules dependent on stages.
- C. Mark the fields as required on the Page layout.
- D. Create an Autolaunched flow to determine if required fields are missing.

Mark this item for later review.

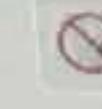
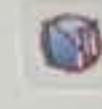
B

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:33:13**

48 of 65. The sales manager at Cloud Kicks has proposed that the consultant hold one large Discovery meeting with 250 employees who use Salesforce currently to gain information to improve adoption.

What are the three efficient approaches the consultant could recommend to the sales manager?

Choose 3 answers

- A. Meet with a large group of employees to listen to their feedback.
- B. Ask management to select which employees should participate in sessions.
- C. Send a survey to all employees asking for a list of desired changes.
- D. Ask all employees to email their ideas and feedback to the consultant.
- E. Arrange multiple sessions with small groups of employees.

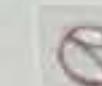
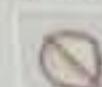
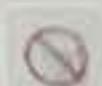
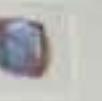
You must select exactly 3 responses. Mark this item for later review.**B, C, E**

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**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:33:03**

- 49 of 65.** The Cloud Kicks global sales teams are distributed across regions. Sales leadership wants to give access to dashboards based on region. For example, users within the region should have access to regional dashboards, while the leadership team should have access to global dashboards.

What should the consultant recommend to meet this requirement?

- A. Create one Dashboard folder for all regional sales teams and one Dashboard folder for the leadership team.
- B. Create one Dashboard folder for all regions for sales and leadership teams with View access.
- C. Create region-based sales groups, one leadership group, and one Dashboard folder with View access.
- D. Create Dashboard folders for each regional sales team and one Dashboard folder for the leadership team.

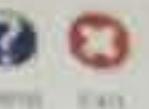
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**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:32:49**

50 of 65. Sales reps at Cloud Kicks are spending too much time coordinating meetings with prospective clients.

Which solution should a consultant recommend to schedule meetings more efficiently?

- A. Utilize the Insert Availability feature in Salesforce Inbox.
- B. Create a site that clients can access to schedule meetings.
- C. Share the sales reps' Salesforce calendar with clients.
- D. Ask clients to share their Outlook calendars.

 Mark this item for later review.**A**

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:32:38**

51 of 65. Cloud Kicks has requested a Statement of Work (SOW) that clearly states who will train users on new features and how the training will be delivered.

Which two sections of a SOW should the consultant discuss further with Cloud Kicks to meet the requirement?

- Choose 2 answers
- A. Background
 - B. Terms and Conditions
 - C. Approach
 - D. Scope

Mark this item for later review.

A,C

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partner

Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:32:24**

53 of 65. Sometimes, sales reps need to create contacts without accounts based on business processes.

What should the consultant take into consideration about these contacts?

- A. Contacts without accounts need to be shared through sharing rules.
- B. Contacts without accounts are private and only the owner and admin can view them.
- C. Contacts without accounts need to be manually shared.
- D. Contacts without accounts are shared through the Role Hierarchy.

 Mark this item for later review.**B**

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:32:22

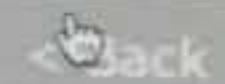
54 of 65. Cloud Kicks has 300,000 account records and 16 million invoices in a custom object with a master-detail relationship to the Account. Each account record takes a long time to display due to the rendering time of the invoice related list.

What should the consultant do to solve this issue?

- A. Move the invoice related list to a separate tab on the Lightning page.
- B. Enable Collapsible Sections for the invoice related list.
- C. Convert the Invoice object into a lookup relationship.
- D. Enable indexing on all visible fields on the invoice related list.

Mark this item for later review.

A



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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:32:08**

55 of 65. The Universal Containers sales team wants to easily show Account relationships to its sales reps and report on these relationships.

Which two considerations should the consultant take into account?

Choose 2 answers

- A. Accounts can be organized into different divisions based on specific criteria.
- B. Account relationships are visible from Person Account records.
- C. Account Hierarchy displays only the Accounts users have Read permission to view.
- D. A Person Account can be either a parent or child in the Account Hierarchy.

 Mark this item for later review.

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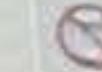
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:32:06**

56 of 65. A consultant has successfully deployed Sales Cloud at Cloud Kicks.

What is the final step in completing an engagement?

- A. Measure adoption
- B. Perform testing
- C. Deploy solution
- D. Hand over documentation

 Mark this item for later review.

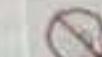
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:31:56**

57 of 65. Universal Containers has implemented Salesforce for all of its sales associates. All sales associates are required to select the win or loss status on every closed Opportunity. Managers like to measure the win ratio for all of the sales associates.

How should a consultant meet the requirement?

- A. Build a custom Lightning component to show the win ratio based on won Opportunities.
- B. Create a custom formula field on Opportunity to capture the win ratio for Opportunities.
- C. Ensure that all managers have access to the standard Win/Loss report.
- D. Build a custom report on Opportunity with custom summary formulas to show win/loss ratio.

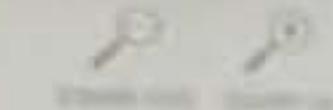
 Mark this item for later review.**D**

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:31:51

58 of 65. Cloud Kicks (CK) is migrating Account and Contact information from a legacy CRM system into Salesforce using Data Loader. Accounts in the legacy system have a unique ID field that is used to relate Contacts to Accounts in the legacy system. CK wants to automatically match these Contacts to the relevant Accounts when loading the Contacts into Salesforce.

What should a consultant recommend to meet the requirement?

- A. Create Master-Detail on Contact.
- B. Create Master-Detail on Account.
- C. Create External ID on Contact.
- D. Create External ID on Account.

Mark this item for later review.

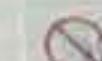


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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:31:46**

59 of 65. Cloud Kicks is in the process of implementing Salesforce for its sales teams. Senior management has concerns about adoption.

What should a consultant recommend to encourage adoption?

- A. Establish goals and key metrics.
- B. Give users access to a Sandbox environment.
- C. Define the sales process.
- D. Plan a first release with minimum features.

 Mark this item for later review.**A**

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:31:43

- 60 of 65. Cloud Kicks (CK) has implemented different sales stages across its varied product lines. CK wants to deploy Collaborative Forecasting to all sales users.

Which two statements should a consultant consider when enabling forecasting?

Choose 2 answers

- A. The Forecast tab should be visible to easily view the forecasts.
- B. Multiple Forecast Types must be created and activated.
- C. A Single Category or Cumulative Forecast Rollup should be defined.
- D. Opportunity Splits must be enabled at the same time.

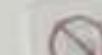
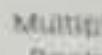
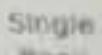
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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:31:40**

61 of 65. A consultant has completed the Build and Validate phases of a Sales Cloud implementation at Cloud Kicks.

Which step should the consultant complete next?

- A. Complete a post-mortem.
- B. Sign off on the statement of work.
- C. Upgrade to the latest Salesforce Release.
- D. Deliver training.

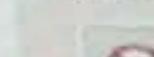
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**Salesforce Certified Sales Cloud Consultant (WI22)****Time Remaining : 01:31:35**

62 of 65. Cloud Kicks wants sales reps to share key documents directly with customers without setting up a Community.

Which Salesforce feature satisfies this requirement?

- A. Report Subscriptions
- B. Chatter links
- C. Email templates 
- D. CRM Content

 Mark this item for later review.

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:31:28

- 64 of 65. Cloud Kicks' (CK) marketing department is migrating from its email campaign and management system to Salesforce. The marketing admin wants to ensure that CK's email templates are retained.

Which two solutions should a consultant recommend for a successful migration?

Choose 2 answers

- A. Enable Email Import and use the Import Wizard.
- B. Create an email template change set or use the Lightning Platform.
- C. Manually recreate the email and mail merge templates in Salesforce.
- D. Import email templates with the Data Loader.

Mark this item for later review.

B_D

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:31:31**

63 of 65. The admin at Universal Containers has been getting complaints from sales reps about duplicate Leads within Salesforce. The admin has already set up a matching rule for Leads.

What should the consultant recommend to resolve the issue?

- A. Change the criteria for the standard Lead matching rule.
- B. Change the criteria for the standard Contact matching rule.
- C. Confirm the custom matching rule is activated.
- D. Confirm the standard matching rule is inactivated.

 Mark this item for later review.

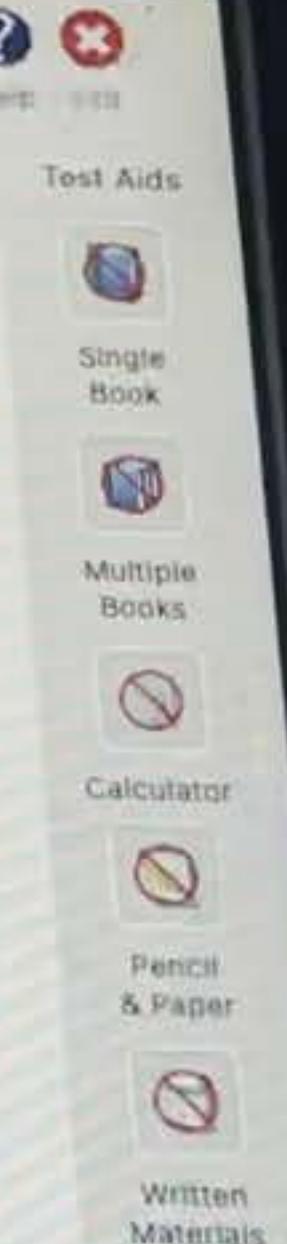
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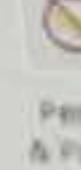
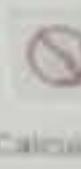
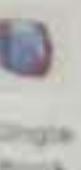
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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:31:25

65 of 65. Northern Trail Outfitters has created a Complaints custom object related to Accounts. Due to the sensitive nature of these records, the object's visibility has been set to Private. A dedicated subset of support users who will work on these items has been added to a Complaints Specialist public group. Only users within the Complaints Specialist public group should be able to view and edit any Complaint record.

Which two options should a consultant recommend to meet the requirements?

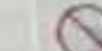
Choose 2 answers

- A. Uncheck the Grant Access Using Hierarchies checkbox in Sharing Settings for the Complaints object.
- B. Create a criteria-based sharing rule that grants Read/Write access to the Complaints Specialist public group.
- C. Set the Complaint object's default visibility to allow only the users in the Complaints Specialist public group to access the records.
- D. Use Apex managed sharing to grant record access to users in the Complaints Specialist public group and restrict manager visibility.

Mark this item for later review.

A, B

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Calculator

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& PaperWritten
Materials

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Salesforce Certified Sales Cloud Consultant (WI22)**Time Remaining : 01:32:30**

52 of 65. Cloud Kicks is running a campaign for the Shoe of the Month club. Sales management wants to use Campaign Influence features with Opportunities to attribute a percentage of success to influential campaigns.

Which feature will allow for revenue share with standard and custom attribution models?

- A. Use sharing rules to give access to Campaign members.
- B. Use Customizable Campaign Influence for reporting.
- C. Create a formula field to track Campaign Influence.
- D. Create a reporting snapshot for Campaigns.

 Mark this item for later review.**B**

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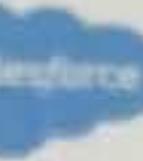
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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:33:21

46 of 65. Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to determine which territory has closed the most deals in a month. The territory hierarchy has three branches with child territories, where forecast managers may be assigned to a few of them.

Which two actions can forecast managers perform?

Choose 2 answers

- A. Share the forecast with any Salesforce user.
- B. View the territory forecasts as a single-page summary.
- C. Add a Forecasts tab to the Sales app.
- D. Add territory forecast to the hierarchy.

Mark this item for later review.

X

A,B

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Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:33:21

46 of 65. Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to determine which territory has closed the most deals in a month. The territory hierarchy has three branches with child territories, where forecast managers may be assigned to a few of them.

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Mark this item for later review.

A, B

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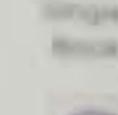
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Dual Axis



Salesforce Certified Sales Cloud Consultant (WI22)

Time Remaining : 01:33:21

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Mark this item for later review.

A,B

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