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## Salesforce CRT-251 Practice Questions

### Salesforce Certified Sales Cloud Consultant

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1.Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various

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Salesforce CRT-251 exam covers a wide range of topics related to Sales Cloud, including sales process design, salesforce automation, data management, and collaboration. Test-takers should have a deep understanding of these topics, as well as familiarity with the Salesforce platform and its various features. CRT-251 exam consists of 60 multiple-choice questions and must be completed in 105 minutes.

The Sales Cloud is one of the most popular Salesforce products used by sales teams worldwide. It offers a wide range of features and tools that help organizations manage their sales processes effectively. The CRT-251 Certification Exam focuses on evaluating a candidate's understanding of Sales Cloud implementation, including lead and opportunity management, account and contact management, forecasting, and collaboration.

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The ValidTorrent is a revolutionary platform for professionals and students looking to pass the Prepare for your Salesforce Certified Sales Cloud Consultant (CRT-251) exam and advance their careers. Our mission is to provide a comprehensive, convenient, and cost-effective preparation material for individuals to prepare for the CRT-251 Certification Exam.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q103-Q108):

#### NEW QUESTION # 103

Universal Containers wants to allow its Salesforce users to view and update customer billing information from the company's invoicing system within a separate Salesforce org.

What should a consultant implement to meet this requirement?

- A. Workflow Rules and Outbound Messaging
- B. Salesforce Connect and External Objects
- C. My Domain and Single Sign-On
- D. Ce Nightly scheduled Batch Data jobs

**Answer: C**

#### NEW QUESTION # 104

Norther Trail Outfitters wants to migrate its Territory Management to a new structure for the upcoming fiscal year, What are two aspects a consultant should consider for this migration?

Choose 2 answers

- A. Territories can inherit assignment rules from other territories higher in the model.
- B. Territory user assignments are migrated to the new model.
- C. Access to a territory model is controlled through profiles or permission sets.
- D. Only one territory model can be active at any given time.

**Answer: C,D**

#### NEW QUESTION # 105

The sales team at Cloud Kicks Cloud 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 Queue, and share the Report folder.
- B. Create a report folder, add members to a Private Group, and share the Report folder.
- C. Create a report folder, add members in a specific profile, and share the Report folder.
- D. Create a report folder, add members in a specific Role, and share the Report folder.

**Answer: D**

#### NEW QUESTION # 106

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 should the consultant meet this requirement?

- A. Use Einstein Lead Scoring.
- B. Create Cadence Steps.
- C. Use Lead Conversion Reporting.

**Answer: A**

### NEW QUESTION # 107

Cloud Kicks has enabled the Einstein Lead Scoring feature and rolled out Sales Cloud Einstein to ptkst 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 Page layout.
- B. Assign the Einstein Lead Scoring permission set.
- C. Add the Lead Score field to the Lead List View.
- D. Assign the Sales Cloud Einstein permission set.

**Answer: A,B**

Explanation:

Adding the Lead Score field to the Lead Page layout is a necessary step to fix the issue of pilot users not being able to view the Lead Score field on the Lead record page. The Lead Score field is a standard field that shows how likely a lead is to convert based on Einstein's analysis of historical data and predictive factors. The Lead Score field must be added to the Lead Page layout for users to see it on their lead records. Assigning the Einstein Lead Scoring permission set is another necessary step to fix the issue, as it grants users access to view and use Einstein Lead Scoring features, such as Lead Score, Lead Score Insights, and Lead Score Field History Tracking.

### NEW QUESTION # 108

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