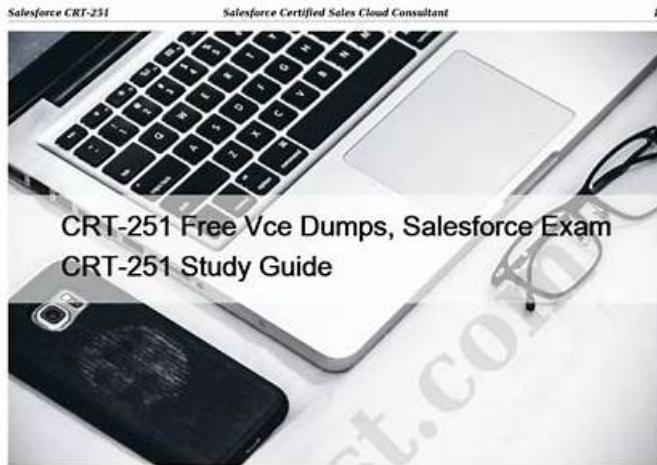


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Salesforce CRT-251 certification exam is a great way for professionals to demonstrate their proficiency in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is designed to test the candidate's knowledge and skills in various areas such as sales process design, implementation, and optimization. Salesforce Certified Sales Cloud Consultant certification exam also assesses the candidate's ability to configure and manage Salesforce Sales Cloud features such as lead management, opportunity management, and forecasting.

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

NEW QUESTION # 103

Cloud Kicks wants to implement team selling to share differing levels of access to Accounts and associate records, such as opportunities, contracts, and case, based on team member responsibilities.

Which capability should the consultant recommend?

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

Answer: C

Explanation:

Account Teams are groups of users who work together on an account and its related records, such as opportunities, contracts, and cases. Account Teams allow users to share different levels of access to accounts and associated records based on their team roles and responsibilities. For example, a sales rep may have full access to an account and its opportunities, while a customer service agent may have read-only access to the account and full access to its cases.

NEW QUESTION # 104

A Consultant arrives for a requirements workshop, but key resources are absent.

What is the likely reason the key resources are absent?

- A. The project plan did not receive sign-off.
- B. The resources were not on the Project kick-off.
- **C. The proper roles, resources, and risks were not identified.**
- D. The purpose and scope were not defined.

Answer: C

NEW QUESTION # 105

Cloud Kicks wants to send a notification to sales reps when their opportunities remain open past the close date.

Which two solutions should the consultant recommend to meet the requirement?

Choose 2 answers

- A. Add sales reps to the Opportunity Team
- **B. Instruct sales reps to follow their opportunities.**
- **C. Use Flow with a scheduled action and an email alert.**
- D. Enable Einstein Opportunity Insights.

Answer: B,C

Explanation:

Instructing sales reps to follow their opportunities and using Flow with a scheduled action and an email alert are two solutions that can meet the requirement of sending a notification to sales reps when their opportunities remain open past the close date. Following an opportunity allows sales reps to receive updates and reminders about the opportunity in their Chatter feed. Flow with a scheduled

action and an email alert allows you to automate the process of sending an email notification to sales reps based on a time-based condition, such as the close date. Verified References:

- * <https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf>(page 21)
- * https://help.salesforce.com/s/articleView?id=sf.collab_feed_follow_records.htm&type=5
- * https://help.salesforce.com/s/articleView?id=sf.flow_concepts_scheduled_start.htm&type=5

NEW QUESTION # 106

In a recent management meeting, the VP of sales voiced concern over the current economic environment. To better understand the effectiveness of its marketing efforts, the VP expressed a need to monitor and reduce churn going forward.

Which strategy should a consultant recommend to address the VP's concern?

- A. Create an average stage duration by Opportunity report.
- B. Create a year over year sales by Account report.
- C. **Create a Historical Trending report.**

Answer: C

Explanation:

To monitor and reduce churn effectively, creating a Historical Trending report is recommended. Historical Trending in Salesforce allows you to track changes over time, providing insights into how different factors are affecting churn rates. This type of report helps in understanding trends in customer behavior and the effectiveness of marketing efforts, enabling the VP of sales to make informed decisions to reduce churn.

Reference:

Historical Trending Reports

Analyzing Data with Historical Trending

NEW QUESTION # 107

The admin at Cloud Kicks needs to understand the adoption of Salesforce Files and multi-factor authentication.

What should a consultant recommend analysing adoption?

- A. Run the Salesforce Optimizer.
- B. **Open the Lightning Usage App.**
- C. Create a report for the Login History object.
- D. Review the Setup Audit Trail.

Answer: B

Explanation:

The Lightning Usage App is a tool that provides insights into how users are adopting and interacting with Salesforce features, such as Salesforce Files and multi-factor authentication. The app includes dashboards and reports that show metrics such as file views, downloads, uploads, previews, shares, multi-factor authentication logins, and more. The app can help admins monitor user behavior and identify areas for improvement or training.

NEW QUESTION # 108

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