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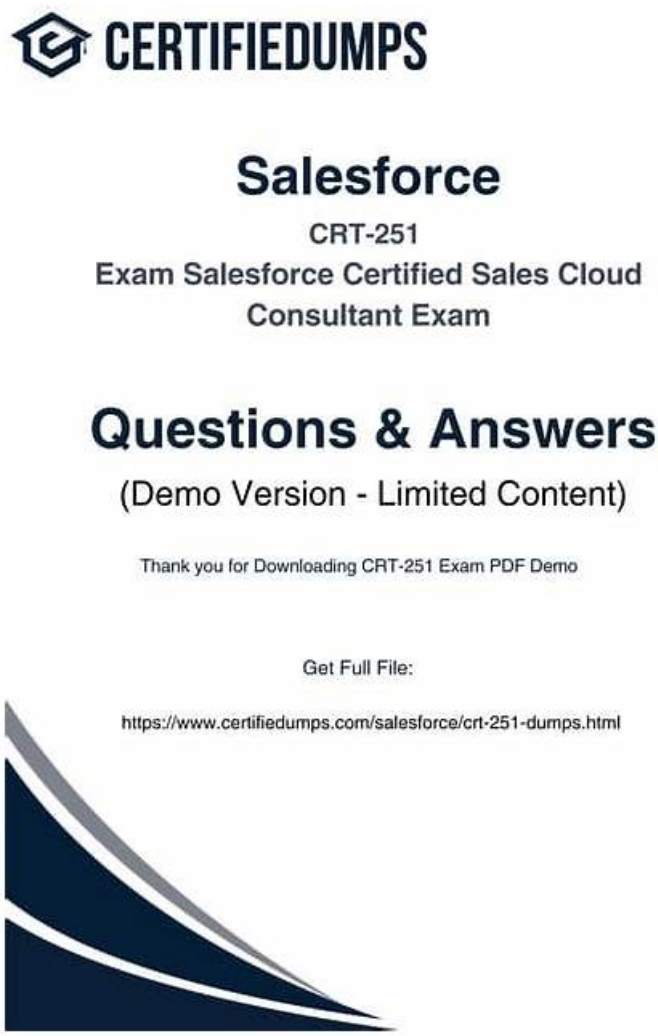

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Salesforce Certified Sales Cloud Consultant exam, also known as CRT-251, is a certification program that tests an individual's knowledge and skills in the implementation and consulting of Salesforce Sales Cloud solutions. CRT-251 exam is designed for professionals who specialize in sales, client relationship management, and business development. It is an industry-recognized certification that validates an individual's expertise in Sales Cloud implementation and consulting.

Salesforce CRT-251 certification exam is designed for individuals who have a strong understanding of the Sales Cloud and can design and implement solutions that align with business requirements. CRT-251 Exam covers various topics such as sales process design, implementation, and management, data management, salesforce analytics, and integration with other applications. Passing the CRT-251 exam demonstrates that you have the knowledge and skills required to help businesses optimize their sales operations

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q101-Q106):

NEW QUESTION # 101
The Sales Manager at Cloud Kicks has asked an analyst to create a report when Opportunities reach a certain stage with an amount equal to $100,000 dollars. The analyst saves the report to the sales team's subfolder called Big Deals. The Big Deals folder is a subfolder of the sales team folder, with View access to the Sales Manager roles. The Sales Manager wants to subscribe to the report.
Which permission does the Sales Manager need in order to subscribe to the report created by the analyst?

- A. Subscribe to Reports: Run Reports permission
- B. Chatter Subscribe to Reports permission
- C. Subscribe to Reports permission
- D. Subscribe to Reports: Set Running User permission

Answer: B

NEW QUESTION # 102
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. Make the Forecast Category a required field on relevant Opportunity page layouts.
- B. Create a report to determine the number of opportunities in each forecast category.
- C. Verify the Stage to Forecast Category Mappings on the Opportunity object
- D. Write a conditional validation rule on the Forecast Category field.

Answer: C

Explanation:
Explanation
This is the step that the consultant should take to troubleshoot the issue of inaccurate sales forecasting. Stage to Forecast Category Mappings are settings that determine how each opportunity stage is mapped to a forecast category, such as Pipeline, Best Case, Commit, or Closed. These mappings affect how opportunities are rolled up and calculated in forecasts. If some opportunities appear in the incorrect forecast category, it may indicate that the mappings are not configured correctly or consistently for each stage.
Verified References: [Set Up Stage to Forecast Category Mappings]

NEW QUESTION # 103
Cloud Kicks (OC) sells Formal and Athletic footwear hoes. 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. Configure a new Forecast Type on Opportunity grouped by Product Family.
- B. Make separate stages and sales processes for each 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.

Answer: D

Explanation:
Configuring a new Forecast Type on Opportunity Product grouped by Product Family can improve CK's forecasts by dividing them by footwear line. A Forecast Type is a set of settings that define how forecasts are calculated and displayed for a specific business scenario, such as product line, territory, or revenue type. A Forecast Type can use either standard or custom opportunity fields to group and filter forecast data, such as Type, Product Family, or Territory. By grouping forecast data by Product Family, CK can see how much revenue they expect to close for each footwear line, such as Formal or Athletic.

NEW QUESTION # 104
Cloud Kicks just deployed Sales Cloud globally and wants to make sure that all of its users are using Salesforce. How should the consultant determine if all regions are using Salesforce?

- A. Assign all users to a region, build a report using user login history, and filter on region.
- B. Install Salesforce Adoption Dashboards from the AppExchange and use the region chart.
- C. Create an Opportunity report per region, filtering by User.
- D. Ask each regional sales manager to run the standard User Adoption report.

Answer: B

NEW QUESTION # 105
The Cloud Kicks sales team can create leads for both business and individual customers. Person accounts have been enabled in its Salesforce org.
How can the consultant ensure that Leads are converted into either a business account or a person account where appropriate?

- A. Leave the Company field blank.
- B. Create separate record types for business account leads and person account leads.
- C. Check the person account checkbox on the lead.
- D. Populate the Company field with "Person",

Answer: A

NEW QUESTION # 106
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