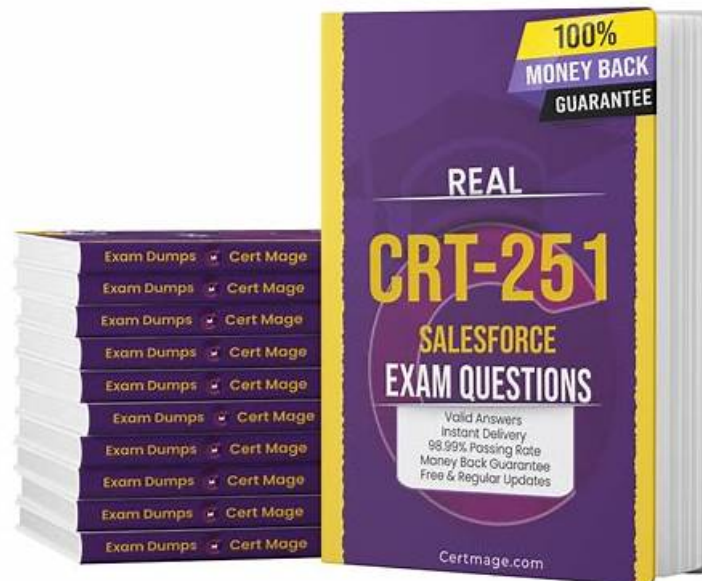# New CRT-251 Test Pdf & Test CRT-251 Preparation

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Salesforce CRT-251 Exam is intended for experienced sales cloud consultants who have a deep understanding of Salesforce Sales Cloud functionality and are proficient in creating sales solutions that meet the unique needs of each client. CRT-251 exam covers various topics, including sales processes, data management, reporting, and forecasting. Candidates are required to have practical experience in implementing sales cloud solutions and should be able to analyze client requirements and design customized solutions accordingly.

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Salesforce CRT-251 is a certification exam that is designed for individuals who are interested in becoming Salesforce Certified Sales Cloud Consultants. Salesforce Certified Sales Cloud Consultant certification is ideal for professionals who are looking to validate their knowledge and expertise in implementing Salesforce Sales Cloud solutions. Salesforce CRT-251 is a comprehensive exam that covers a wide range of topics related to Salesforce Sales Cloud, such as designing, implementing, and consulting on Salesforce Sales Cloud solutions.

Salesforce CRT-251 Certification Exam is one of the most prestigious exams in the field of sales cloud consulting. CRT-251 exam is

designed to test the knowledge and skills of sales cloud consultants who work with Salesforce. Salesforce Certified Sales Cloud Consultant certification is recognized worldwide and is highly valued by employers. The Salesforce CRT-251 exam is a must for anyone who wants to excel in their career as a sales cloud consultant.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q48-Q53):

NEW QUESTION # 48
Northern Trail Outfitters (NTO) wants the ability to share documents related to an opportunity, such as contracts and proposals, with the field sales team. NTO currently has a private sharing model. How should the documents be shared efficiently and securely?

- A. Uploaded to Salesforce Files and shared with the field sales organization
- B. Emailed to the sales team on opportunity record
- C. Uploaded to Salesforce Files from the opportunity record
- D. Uploaded to a library that is shared with the field sales organization

Answer: D

NEW QUESTION # 49
Cloud Kicks (CK) recently finished a redeployment of is Lightning pages. CK users report that Lightning pages are loading slowly CK management wants to consider the impact this has on adoption.
Which two toots should the consultant recommend that CK use to evaluate lightning pages?
Choose 2 answers

- A. Performance Analysis for App Builder
- B. Lightning usage App
- C. Real-Time Event Monitoring
- D. Guidance for App Butter

Answer: A,B

NEW QUESTION # 50
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. Ce Nightly scheduled Batch Data jobs
- B. Workflow Rules and Outbound Messaging
- C. My Domain and Single Sign-On
- D. Salesforce Connect and External Objects

Answer: D

Explanation:
Salesforce Connect allows you to access data from external sources without copying it to Salesforce. You can create external objects that map to the data in the external system, and use them in Salesforce like any other objects. This can help you view and update customer billing information from another Salesforce org within your current org. Verified References:
* https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.
pdf (page 16)
* https://help.salesforce.com/s/articleView?id=sf.data_access_salesforce_connect.htm&type=5

NEW QUESTION # 51
Cloud Kicks (CK) uses a sales model where pre-defined groups of reps work collaboratively on Accounts.
Each group is also responsible for specific Accounts. CK has
organization-wide default access set to Public Read/Write for Accounts. CK discovered this caused issues with data quality where reps edited Accounts outside their scope of responsibility. CK wants to allow reps to view any Account but restrict editing to only reps who are responsible for those specific Accounts.
Which two steps should a consultant recommend allowing reps to continue to collaborate while eliminating incorrect edits?

Choose 2 answers

- A. Change Account organization-wide defaults to Private.
- B. Create an Account sharing rule to grant Read/Write access to all Accounts
- C. Change Account organization-wide defaults to Public/Read-Only.
- D. Enable Account Teams to allow opines to grant Read/Write access.

Answer: C,D

Explanation:
Explanation
Changing the Account organization-wide defaults to Public/Read-Only will allow reps to view any Account but not edit them.
Enabling Account Teams will allow owners to grant Read/Write access to specific reps who are responsible for those Accounts.
This will ensure that only the relevant reps can edit the Accounts they are assigned to1

NEW QUESTION # 52
Sales leadership at Universal Containers is concerned that sales reps are negotiating deals with contacts without the authority to make a decision, resulting is lost deals.
What should the consultant recommend to resolve the issue?

- A. Allow sales reps to mark the contact on each opportunity as "Primary" to indicate the decision maker.
- B. Require sales reps to add the stakeholder as the decision make on each opportunity before the rep can progress the stage.
- C. Enable Opportunity Teams so sales reps can track the decision maker for each opportunity.

Answer: B

NEW QUESTION # 53
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