

Actual CRT-251 Exam Questions - CRT-251 Free Demo & CRT-251 Valid Torrent



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You can save time and clear the CRT-251 certification test in one sitting if you skip unnecessary material and focus on our Salesforce CRT-251 actual questions. It's time to expand your knowledge and skills if you're committed to pass the Salesforce CRT-251 Exam and get the certification badge to advance your profession.

Salesforce CRT-251 Exam is suitable for individuals who are working as sales managers, sales representatives, business analysts or consultants, and project managers. CRT-251 exam consists of 60 multiple-choice questions that must be completed within 105 minutes, and candidates must score at least 68% to pass. Salesforce Certified Sales Cloud Consultant certification is valid for two years, after which the individual must pass a maintenance exam to keep the certification current. Overall, the Salesforce CRT-251 Exam is an excellent certification for individuals looking to enhance their skills in sales process management and demonstrate their proficiency in the Sales Cloud.

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.

>> CRT-251 Certification Materials <<

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To prepare for the Salesforce CRT-251 Exam, candidates should have a strong understanding of sales operations, sales management, and sales consulting best practices, as well as a deep knowledge of the Salesforce Sales Cloud platform. Candidates can also take advantage of Salesforce's online training resources and certification study groups to help them prepare for the exam.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q163-Q168):

NEW QUESTION # 163

The Cloud Kicks sales manager wants to deploy dynamic dashboards to show sales effectiveness in areas that sales members operate and manage.

Which two considerations should the consultant advise the sales manager about dynamic dashboards?

Choose 2 answers

- A. Dynamic dashboards require users to follow each component
- B. **Dynamic dashboards must be saved In public or shared folders.**
- C. Dynamic dashboards must be manually refreshed.
- D. **Dynamic dashboards allow all users to view data as any user.**

Answer: B,D

NEW QUESTION # 164

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

Answer: A

NEW QUESTION # 165

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 close date regardless of the opportunity stage**
- B. The date the opportunity stage is closed regardless of the close date
- C. The close date only when the opportunity stage is closed

Answer: A

NEW QUESTION # 166

Universal Containers supports two lines of business: shipping and freight. The sales cycle for freight deals is more complex and involves more stages than the shipping sales cycle.

Which solution should a consultant recommend to meet these business requirements?

- A. Create different record types and sales processes for each line of business, and assign different sales processes to each page layout.
- B. Create different record types and sales processes for each line of business, and assign different stages to each page layout.
- C. **Create different record types and sales processes for each line of business, and assign different page layouts to each record type.**
- D. Create different record types and sales processes for each line of business, and use workflow field updates to assign stages.

Answer: C

NEW QUESTION # 167

Universal Containers has configured the Account organization-wide default (OWD) sharing as Public Read Only. All customer Accounts are owned by the customer success manager. When a customer calls support to update their contact information, the support agent on their Account team is unable to edit the Account.

Which approach should a consultant recommend allowing the support agent to edit the Account, while still enforcing the Public Read

Only OWD?

- A. The customer success manager should include the support agent on the default Account team with Edit permissions.
- B. The customer success manager should change the owner of the Account to the support agent.
- C. The support agent should contact the customer success manager to update the Account.
- D. The support agent should add themselves to the customer's Account team to grant Edit permissions.

Answer: D

Explanation:

This is the approach that the consultant should recommend to allow the support agent to edit the Account, while still enforcing the Public Read Only OWD. Account teams are groups of users who work together on an account. Users can add themselves or others to an account team and specify different levels of access for each team member. By adding themselves to the customer's Account team with Edit permissions, the support agent can update the Account information without changing the owner or the OWD. Verified References: [Account Teams]

NEW QUESTION # 168

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