

Quiz Updated CRT-251 - Exam Salesforce Certified Sales Cloud Consultant Tutorial



Salesforce

CRT-251

Exam Salesforce Certified Sales Cloud
Consultant Exam

Questions & Answers

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Salesforce CRT-251 is a globally recognized certification exam designed for professionals who want to demonstrate their expertise in sales cloud implementation and optimization. Salesforce Certified Sales Cloud Consultant certification exam is specifically designed for individuals who have experience in sales cloud solution design, implementation, and optimization. The Salesforce CRT-251 certification exam is designed to validate your knowledge and skills in sales cloud implementation, configuration, and management.

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 Certified Sales Cloud Consultant Sample Questions (Q130-Q135):

NEW QUESTION # 130

The Consultant at Cloud Kicks has noticed that sales data is quickly outdated and wants to keep account data current. What should the Consultant recommend to maintain up-to-date Account information?

- A. Call the Contacts and Leads to get their updated information.
- B. Use third-party data to update and add records to Salesforce
- C. Enable the Automatic Account Update feature in Setup.
- D. Use the Salesforce-provided data to updated and add records to Salesforce.

Answer: B

NEW QUESTION # 131

The Cloud Kicks mobile sales team is using a combination of iOS and Android devices. The sales manager has requested that sales representative must record client meeting activity within Salesforce immediately after a meeting. Which two actions should a Consultant recommend to meet this requirement? Choose 2 answers

- A. Have the sales reps install the Outlook for Lightning app on their device.
- B. Have the sales reps install the Salesforce Mobile app on their devices.
- C. Log a meeting activity using the email to Salesforce feature.
- D. Log a meeting with mobile smart actions automatic sync.
- E. Log an activity using a Quick Action.
- F. Have the sales reps install Salesforce on their mobile devices.

Answer: B,D

NEW QUESTION # 132

A consultant is implementing a new Sales Cloud instance for Cloud Kicks (CK) that has a public sharing model for Accounts. Different sales reps own local Accounts that create a multi-level Account Hierarchy. CK needs to see the total number of closed won opportunities and the revenue value for all Accounts in the hierarchy when viewing 2 Parent Account. Which recommendation meets this requirement?

- A. Configure an after-save flow to update a custom field on the parent Account with the total value of opportunities from the child Accounts.
- B. Use the View Account Hierarchy option and include a custom Roll-Up Summary field with the total value of won Opportunities in the displayed columns.
- C. Create a Roll-Up Summary field on the parent Account with the total value of won Opportunities from the child Accounts
- D. Create a workflow rule to update the custom field on the parent Account with the total value of won Opportunities from the child Accounts

Answer: A

NEW QUESTION # 133

Each product engineer at Cloud Kicks supports 3 specific product lines. There are three product lines. Sales reps sell all the company's product lines; Sales management wants the appropriate product engineer automatically assigned to any new Opportunity for their product line with Read-Only rights.

What are two actions the consultant can take to meet the requirement?

Choose 2 answers

- A. Manually assign a product-specific role to each product engineer.
- B. Create criteria-based opportunity sharing rules for each product line.
- C. Enable Default Opportunity Teams for the Opportunity.
- D. Enable Default Account Teams for each product line.

Answer: A

NEW QUESTION # 134

The sales department at cloud kicks is growing quickly. New sales executives should prioritize interacting with existing contacts who are decision makers and influencers to further the business relationship.

Which solution should the consultant recommend?

- A. Add a multi-select picklist field on the Opportunity object.
- B. Add a contact lookup Meld to the Opportunity.
- C. Use a junction object between the Opportunity and Contact.
- D. Use Contact roles on the Opportunity object.

Answer: D

Explanation:

Contact roles on the Opportunity object allow sales executives to identify the contacts who are involved in the sales process and their roles, such as decision maker or influencer4. This helps sales executives prioritize their interactions with existing contacts and track their influence on the opportunity.

NEW QUESTION # 135

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