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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.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q190-Q195):

NEW QUESTION # 190

Cloud Kicks manages contacts for lead generation in a marketing application. Following a new Salesforce implementation, inbound leads will be reviewed in the marketing application and then migrated to Salesforce.

Which contacts should the consultant migrate from the marketing application to leads in Salesforce?

- A. All contacts

- B. Active contacts
- **C. Qualified contacts**
- D. New contacts

Answer: C

NEW QUESTION # 191

Northern Trail Outfitters has two sales divisions; * An individual sales division, and * A business sales division The Sales representatives for each division have their own user profiles and person accounts. The business sales division sales representatives cannot create person accounts and they should only be able to set up business accounts. How can these requirements be met?

- **A. Remove person account record types from the business sales division's sales representative user profile.**
- B. Use Divisions to hide person accounts from the business sales division's sales representative user profile
- C. Use field-level security to hide "Is Person Account" checkbox from the business sales division's sales representative user profile
- D. Check the "disable person accounts" permission on the business sales division's sales representative user profile

Answer: A

NEW QUESTION # 192

Cloud Kicks wants sales representatives to be able to share key documents directly with customers who are not Community users. Which Salesforce feature satisfies this requirement?

- A. Chatter links
- B. Attachments
- C. Documents
- **D. CRM Content**

Answer: D

NEW QUESTION # 193

Universal Containers is growing its international business.

Domestic sales reps believe that the standard price book has too many records reflecting different currencies and country-specific product variations.

What should the consultant recommend to improve usability for sales reps?

- **A. Use custom price books for domestic and International customers.**
- B. Use separate product catalogs for domestic and international customers.
- C. Update the product naming conventions to Include the currency In the product name.

Answer: A

Explanation:

To improve usability for sales reps and address concerns about the standard price book having too many entries, custom price books tailored for specific markets, such as domestic and international, can streamline the product selection process. Custom price books allow sales reps to view only relevant products and prices based on customer location, reducing complexity and enhancing usability.

Custom Price Books for Targeted Markets: By creating separate price books, Universal Containers can manage pricing variations by currency or product variations specific to each market, reducing clutter for sales reps.

Improved Efficiency in Sales Processes: Sales reps can select the appropriate price book for their customer's location, ensuring that only applicable products and prices are displayed, which simplifies product selection and pricing accuracy.

Option A (updating product naming conventions) may not sufficiently address the issue, and Option B (separate product catalogs) would require managing multiple product datasets rather than simply filtering via price books. For more information, see the Salesforce Price Book documentation.

NEW QUESTION # 194

Cloud Kicks has configured Einstein Activity Capture (EAC) for email and is waiting to deploy it. In the meantime, a consultant is preparing training to help end users get up to speed on the product.

Choose 2 answers

Answer: A,B

Einstein Activity Capture (EAC) allows users to store emails and attachments in Salesforce and have them visible in the Activity Timeline and Related Lists. Users can choose to show emails added via EAC in the Related Lists activities view.

NEW QUESTION # 195

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