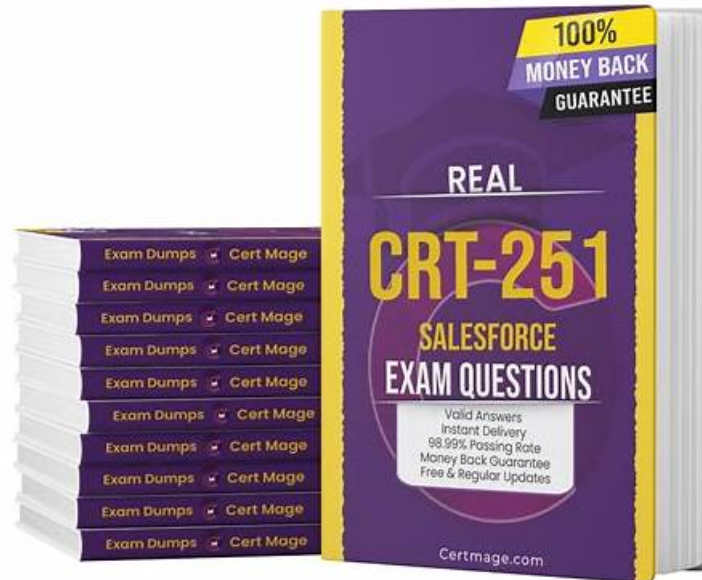# Hot Salesforce CRT-251 Real Dump Are Leading Materials & Fast Download Latest CRT-251 Exam Camp

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Quiz 2026 CRT-251: Latest Salesforce Certified Sales Cloud Consultant Real Dump

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q179-Q184):

NEW QUESTION # 179

Cloud Kicks' (CK) VP of technology wants to start using Salesforce for all the sales team's automation. CK migrated 70 million records from a legacy database to the datawarehouse that will be synced with Salesforce. CK wants to search and cross-reference records with the original source database. What should a consultant recommend meeting this requirement?

- A. Use the standard External ID field and map this to the source record ID value.
- B. Use a custom field named External ID and map this to the Salesforce record ID value.
- C. Use a custom External ID field and map this to the source record ID value.
- D. Use the standard External ID field and map this to the Salesforce record ID value.

Answer: C

Explanation:
Explanation
This is the recommended solution for Cloud Kicks if they want to search and cross-reference records with the original source database after migrating 70 million records from a legacy database to the data warehouse that will be synced with Salesforce. Using a custom External ID field and mapping it to the source record ID value will allow Cloud Kicks to uniquely identify each record and match it with its corresponding record in the source database. A custom External ID field is a custom field that has the External ID attribute enabled, which means that it can be used as a unique identifier for data import or integration purposes.

NEW QUESTION # 180
Cloud Kicks is implementing Territory Management for its retail sales unit. The sales director wants a detailed roll-up forecast for territories to be provided.
Which two recommendations should the consultant make?
Choose 2 answers

- A. Include the forecast manager field on the territory page layout.
- B. Assign a forecast manager to a territory.
- C. Create Apex class code to roll up forecast details for a territory.
- D. Include the formula field in the territory page layout.

Answer: A,B

NEW QUESTION # 181
Universal Containers has four product lines, each with its unique sales cycle. Once the prospect is qualified, the sales reps should follow the product-specific sales cycle.
Which two actions should a consultant recommend to meet these requirements?
Choose 2 answers

- A. Implement sales processes that map to each Opportunity record type.
- B. Create Opportunity record types for each product line.

Answer: A,B

NEW QUESTION # 182
Each product engineer at Cloud Kicks supports a specific product line. There are five product lines. While sales reps sell all of the company's product lines, sales management wants the appropriate product engineer to be able to automatically view any new Opportunity for their particular product line with Read-Only rights.
What should the consultant do to meet the requirement?

- A. Enable Default Opportunity Teams for the Opportunity.
- B. Enable Default Account Teams for each product line.
- C. Create criteria-based opportunity sharing rules for each product line.

Answer: C

Explanation:
Criteria-based sharing rules allow for automatic sharing of records based on specific criteria, such as product line in this case. By setting up opportunity sharing rules based on the product line, each product engineer can be granted Read-Only access to

opportunities that match their assigned product line, ensuring they have visibility into relevant opportunities without manual updates or intervention.

Default Account Teams and Default Opportunity Teams are used to automatically assign predefined teams to records but do not inherently allow for automated sharing based on specific criteria like product lines. These options would also require manual updates to ensure that the correct engineers are assigned, which is less efficient than using criteria-based sharing.

Salesforce Documentation Reference:

Set Up Opportunity Sharing Rules

Opportunity Sharing and Criteria-Based Sharing Rules

NEW QUESTION # 183

The consultant at Cloud Kicks has successfully implemented Einstein Lead Scoring. The VP of sales wants to see the effectiveness of this new functionality.

What should the consultant do to fulfill this request?

- A. Add a standard dashboard for Sales Cloud Einstein.
- B. Add the Einstein prediction column to the forecast list view.
- C. Create a custom report type tor Seles Cloud Einstein records.

Answer: A

Explanation:

Adding a standard dashboard for Sales Cloud Einstein is the best approach to showcase the effectiveness of Einstein Lead Scoring. Salesforce provides pre-built Einstein Analytics dashboards that offer insights into lead scoring performance, helping the VP of sales visualize how lead scoring impacts the sales process. These dashboards include metrics and trends that demonstrate the value and accuracy of the Einstein Lead Scoring implementation.

References:

* Sales Cloud Einstein Analytics

* Einstein Analytics Dashboard for Lead Scoring

NEW QUESTION # 184

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