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Taking practice exams teaches you time management so you can pass the Salesforce Certified Sales Cloud Consultant (CRT-251) exam. TrainingQuiz's CRT-251 practice exam makes an image of a real-based examination which is helpful for you to not feel much pressure when you are giving the final examination. You can give unlimited practice tests and improve yourself daily to achieve your desired destination.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q105-Q110):

NEW QUESTION # 105

Cloud Kicks has a custom object, Projects, that has a Lookup relationship to the Opportunity object. How can the Consultant build a report that contains data from both the Project and Opportunity objects?

- A. Custom Report Types
- B. Dashboards
- C. Cross-object Filters
- D. Matrix Reports

Answer: A

NEW QUESTION # 106

During a discovery session at Cloud Kicks, a major topic is highlighted that is outside the current statement of work (SOW). The addition to the project scope is necessary but will be difficult to implement.

How should the consultant proceed?

- A. Conduct another discovery session to define the new items.
- **B. Create a change request for the new items.**
- C. Revise the timeline to accommodate the new items.

Answer: B

Explanation:

When a new requirement arises outside the original scope of the project, the best practice is to initiate a change request. This formal process evaluates the new requirement's impact on the project's scope, timeline, and budget. Creating a change request allows all stakeholders to review and agree on the scope expansion before implementation, ensuring transparency and proper resource allocation for the added items.

For guidance on managing project scope changes, refer to: Salesforce Change Management Best Practices.

NEW QUESTION # 107

Universal Containers is analyzing data to identify gaps, and wants to know which Accounts with ...opportunities are missing Contacts.

Which feature should a consultant recommend to build this report?

- A. Custom filter
- B. Joined report
- **C. Cross filter**
- D. Custom report type

Answer: C

Explanation:

A cross filter is a feature that allows users to filter a report by related objects and their fields, such as accounts with or without opportunities. A cross filter can be added to any report type that supports cross filters, such as accounts, contacts, leads, or opportunities. By using a cross filter, Universal Containers can build a report that shows accounts with opportunities that are missing contacts, such as accounts with opportunities without contacts.

NEW QUESTION # 108

Which method should be used to automate repeat opportunities when regular customers are classified as a repeat account type?

- A. Configure a workflow rule for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed/won stage
- B. Develop an Apex trigger to set an opportunity revenue schedule that automatically sets up a new opportunity for repeat accounts when it reaches closed/won stage
- C. Configure a workflow rule for repeat accounts that sends a reminder task to the sales representative to create a new opportunity when it reaches closed/won stage
- **D. Develop an Apex trigger for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed/won stage**

Answer: D

NEW QUESTION # 109

Cloud Kicks wants to send an email notification to the VP of sales whenever any opportunity with an amount of \$100,000 or more reaches a probability of 75% or more.

Which solution should the consultant recommend?

- **A. Configure a flow with an email alert for the opportunity.**
- B. Change the stage on the opportunity.
- C. Create a Lightning Email Template for the opportunity.

Answer: A

Explanation:

Using Salesforce Flow to configure an email alert is an effective solution to send notifications based on specific criteria, such as when an opportunity's amount is \$100,000 or more and its probability reaches 75% or higher. In this case, a flow can monitor these conditions and trigger an email alert to notify the VP of Sales. This approach provides flexibility and ensures that notifications are sent in real-time when opportunities meet the specified conditions.

For guidance on setting up email alerts with Salesforce Flow, see: [Salesforce Flow Email Alerts](#).

NEW QUESTION # 110

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