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However, you should keep in mind to pass the Salesforce Certified Sales Cloud Consultant (CRT-251) certification exam is not an easy task. It is a challenging job. If you want to pass the CRT-251 exam then you have to put in some extra effort, time, and investment then you will be confident to pass the Salesforce Certified Sales Cloud Consultant (CRT-251) exam. With the complete and comprehensive Salesforce Certified Sales Cloud Consultant (CRT-251) exam dumps preparation you can pass the Salesforce Certified Sales Cloud Consultant (CRT-251) exam with good scores. The PassExamDumps CRT-251 Questions can be helpful in this regard. You must try this.

Earning the Salesforce CRT-251 certification can have numerous benefits for professionals. It can help them stand out in a crowded job market, increase their credibility and value to their organization or clients, and provide them with the opportunity to advance their career. Additionally, the certification demonstrates a commitment to ongoing learning and professional development, which can set individuals apart from their peers. Overall, the Salesforce CRT-251 certification is an excellent way for professionals to demonstrate their expertise in Sales Cloud and showcase their commitment to their profession.

Salesforce CRT-251 Exam is a challenging exam that requires a deep understanding of Salesforce Sales Cloud. CRT-251 exam is designed to test the candidate's knowledge in areas such as Sales Cloud capabilities, sales process automation, sales force management, and Salesforce best practices. CRT-251 exam is also designed to test the candidate's ability to implement and configure Salesforce Sales Cloud solutions.

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

NEW QUESTION # 190
Universal Containers wants to prevent sales users form modifying certain opportunity fields when the sales stage has reached Negotiation/Review. However, sales directors must be able to edit these opportunity fields in case last minute updates are required. Which solution should a consultant recommend?

- A. Change the field-level security for sales representatives to restrict field access based on the sales stage.
- B. Create a validation rule to enforce field access based on the sales stage and a custom permission.
- C. Modify the profile for sales directors to enable the "Modify All" object permission for opportunities.
- D. Create a workflow rule to enable field access for sales directors based on the sales stage.

Answer: B

NEW QUESTION # 191
Universal Containers is creating a new program to allow customers to pay for large orders over the course of 1 to 3 years in monthly installments beginning in the month the products are sold. The admin needs to configure Sales Good to accommodate the new pricing term and to help the finance department forecast easily.
What should the consultant recommend to meet the requirement?

- A. Set the default quantities to 12, 24, and 36 in a new Price Book for installment sales.
- B. Add a custom field to the Quotes object to capture the number of installments,
- C. Create a Process Builder to create an Order for each installment payment.
- D. Use Revenue Schedules to capture installment payment plan details for each Product.

Answer: B

NEW QUESTION # 192
The Salesforce administrator for Cloud Kicks needs to set sales quotas for all sales representatives. Which three solutions should the Consultant consider? Choose 3 answers

- A. Use the API
- B. Update the sales quota field from the opportunity record.
- C. Add a record to the Quotas related list from the user record.
- D. Use Data Loader
- E. Enable Forecast Quotas from Setup.
- F. Add a record to the quota object.

Answer: A,C,D

NEW QUESTION # 193
Cloud Kicks (CK) has implemented different sales stages across its varied product lines. CK wants to deploy Collaborative Forecasts to all sales users.
What should a consultant consider when rolling out forecast?

- A. Multiple Forecast Types must be created and activated.
- B. Opportunity Splits must be enabled at the same time.

- C. Single Category or Cumulative Forecast Rollup should be defined.

Answer: A

Explanation:
When deploying Collaborative Forecasts with varied sales stages across product lines, creating and activating multiple Forecast Types is essential. Here's why:
Multiple Forecast Types for Different Product Lines: With different sales stages across product lines, each product line may require a unique forecast type to reflect its distinct stages. Salesforce allows the creation of multiple forecast types, which can be configured to cater to specific sales processes.
Accurate Forecasting: By setting up multiple forecast types, Cloud Kicks can ensure that forecasts align with the unique sales processes for each product line, enabling accurate and actionable forecasting.
Salesforce Best Practices: Salesforce recommends defining multiple forecast types when organizations have varied sales stages, as this allows for customized forecast management that aligns with business requirements.
Reference:
In summary, creating and activating multiple Forecast Types (Option B) is necessary to accurately roll out forecasts across varied product lines at Cloud Kicks.

NEW QUESTION # 194

Cloud Kicks (CK) wants to migrate a data file containing 8,000 leads from a legacy system into Salesforce. Many of the lead owners have left the company, so CK wants to populate the Lead Owner field for these records using the active assignment rule.
Which two tools should a consultant recommend to meet the requirement?
Choose 2 answers

- A. Data Import Wizard
- B. Data Loader

Answer: A,B

NEW QUESTION # 195

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