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Salesforce - CRT-251 Updated Reliable Exam Sample

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Salesforce CRT-251 Certification Exam is ideal for individuals who have experience as sales or business analysts, consultants, project managers, or any other professional who is involved in implementing Salesforce Sales Cloud solutions. Salesforce Certified Sales Cloud Consultant certification exam is also suitable for individuals who have a deep understanding of the Salesforce Sales Cloud platform and are looking to advance their career in this field.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q63-Q68):

NEW QUESTION # 63
Cloud Kicks (CK) wants to implement sharing rules. Which three considerations should the consultant explain to CK?
Choose 3 answers

- A. When multiple sharing rules are assigned, the user is assigned the least restrictive access.
- B. Organization-wide defaults must be Public Read Only or Private to create sharing rules.
- C. When a sharing rule is deleted, the sharing access created by that rule must be manually removed.
- D. Sharing rules apply only to new records that meet the definition of the source data set.
- E. CK can expand access beyond the organization-wide default levels with sharing rules.

Answer: A,B,E

Explanation:
When implementing sharing rules, the consultant should explain the following considerations to CK:
CK can expand access beyond the organization-wide default levels with sharing rules. Sharing rules are used to grant additional access to records based on record ownership, criteria, or territory.
Organization-wide defaults must be Public Read Only or Private to create sharing rules. Sharing rules cannot be created for objects with Public Read/Write or Public Read/Write/Transfer organization-wide defaults.
When multiple sharing rules are assigned, the user is assigned the least restrictive access. For example, if one sharing rule grants Read-Only access and another sharing rule grants Read/Write access to the same record, the user will have Read/Write access.

NEW QUESTION # 64
Access to opportunities at Cloud kicks should be restricted. Sales users should only have access to two categories of opportunities: opportunities they own, and opportunities that are tied to accounts they own.
What are two actions a consultant can take to meet the requirement? Choose 2 answers

- A. Set organization-wide defaults for opportunities to Public Read-Only.
- B. Set Territory Management to grant Read access to opportunities owned by others.
- C. Set organization-wide defaults for opportunities to Private.
- D. Set opportunity access on the role to View All opportunities associated with their accounts.

Answer: C,D

Explanation:
Setting opportunity access on the role to View All opportunities associated with their accounts allows sales users to view all opportunities that are related to accounts they own or are above them in the role hierarchy.
This meets the requirement of giving sales users access to opportunities that are tied to accounts they own.
Setting organization-wide defaults for opportunities to Private restricts access to opportunities by default, so that only the owner and users above them in the role hierarchy can view them. This meets the requirement of giving sales users access to opportunities they own.

NEW QUESTION # 65
A consultant has completed the Build and Validate phases of a Sales Cloud implementation at Cloud Kicks.
Which step should the consultant complete next?

- A. Upgrade to the latest Salesforce Release.
- B. Deliver training.

- C. Sign off on the statement of work.
- D. Complete a post-mortem.

Answer: B

Explanation:
Explanation
After completing the Build and Validate phases of a Sales Cloud implementation, the next step is to deliver training to the end users and administrators of the system. Training is essential to ensure that the users understand how to use the system effectively and efficiently, and that they adopt the system as part of their daily work. Training can be delivered in various formats, such as online courses, webinars, videos, manuals, or hands-on sessions.

NEW QUESTION # 66
Cloud Kicks is restructuring its sales teams to align with its product lines. Each sales rep will focus only on the accounts they've been assigned.
Sales reps will run specific product upsell processes.
Which action should the consultant take to support a successful sales team transition?

- A. Meet with territory sales leadership to design territory assignment rules.
- B. Meet with sales reps to review products they are assigned and implement Opportunity Teams.
- C. Meet with executive sales leadership to understand the requirements for record sharing.

Answer: A

Explanation:
To support a successful sales team transition when restructuring sales teams to align with product lines, the consultant should meet with territory sales leadership to design territory assignment rules. Territory management ensures that sales reps are assigned to the correct accounts and territories based on the new structure. Designing territory assignment rules will help in automatically assigning the right accounts to the appropriate sales reps, streamlining the transition and ensuring that each sales rep focuses on the accounts they have been assigned. Salesforce's Territory Management functionality provides a robust framework for managing and assigning territories efficiently.

NEW QUESTION # 67
Universal Containers uses PDF documents to help the Sales Team learn about new Products. Which feature should a Consultant recommend to store these documents?

- A. Salesforce Files
- B. Attachments
- C. File Contact for SharePoint
- D. File Sync

Answer: A

NEW QUESTION # 68
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