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Salesforce CRT-251

Salesforce Certified Sales Cloud Consultant

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Salesforce CRT-251 certification exam is a comprehensive exam that covers a wide range of topics, including sales cloud solution design, sales cloud implementation, sales cloud optimization, sales cloud management, and sales cloud maintenance. Salesforce Certified Sales Cloud Consultant certification exam is designed for professionals who have experience in sales cloud implementation and optimization and want to demonstrate their expertise in this field. Salesforce Certified Sales Cloud Consultant certification exam is designed to test your knowledge and skills in sales cloud implementation, configuration, and management.

Salesforce CRT-251 Exam is a comprehensive test that covers a range of topics related to Sales Cloud. CRT-251 exam includes questions on topics such as sales process design, sales forecasting, sales territories and quotas, opportunity management, account and contact management, and sales performance management. CRT-251 exam also covers topics related to data management, analytics, and reporting on Sales Cloud.

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Passing the Salesforce CRT-251 exam is a significant achievement for sales professionals who want to advance their careers in the Salesforce ecosystem. It not only validates their knowledge and skills in implementing and managing Sales Cloud solutions but also opens up new career opportunities. With the ever-increasing demand for Salesforce experts, having a CRT-251 Certification can help professionals stand out in a crowded job market and increase their earning potential.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q42-Q47):

#### NEW QUESTION # 42

Sales representatives at Northern Trail Outfitters are creating opportunities after they are closed/won. Sales management is concerned that pipeline and forecasting reports are inaccurate because of this.

Which two solutions should resolve this issue? (Choose two.)

- A. Use a workflow rule to email sales management when the opportunity is created in the closed/won stage.
- B. Run the opportunity pipeline standard report to view the upcoming opportunities by stage.
- C. Create a report that displays opportunities that have a closed date less than or equal to the created date.
- D. Create a workflow rule that automatically updates the opportunity to the first stage in the sales process.

**Answer: A,C**

#### NEW QUESTION # 43

Cloud Kicks (CK) plans to implement Advanced Currency Management for its Salesforce implementation. CK has Roll-up Summary fields on the Account and Opportunity.

What should CK consider when enabling Advanced Currency Management in its Salesforce org?

- A. Account Roll-up Summary fields will update from the Opportunity object.
- B. Account cross-object formulas always use the dynamic conversion rate for currency conversion.
- C. Dated exchange rates are used in Opportunity forecasting or currency fields in other types of reports.
- D. Opportunity Roll-up Summary fields will update from the Opportunity Line Item object.

**Answer: A**

Explanation:

Account Roll-up Summary fields will update from the Opportunity object is something that Cloud Kicks should consider when enabling Advanced Currency Management in its Salesforce org. A Roll-up Summary field is a field that calculates values from related records, such as count, sum, min, max, etc.

Advanced Currency Management is a feature that allows users to enable dated exchange rates and track historical exchange rates in Salesforce. By enabling Advanced Currency Management, Cloud Kicks can use dated exchange rates to convert currency amounts based on specific dates or ranges of dates. When using dated exchange rates, Account Roll-up Summary fields will update from the Opportunity object based on the close date of the opportunities, regardless of whether the opportunities are open or closed.

#### NEW QUESTION # 44

Sales managers at Cloud Kicks have noticed that information in some opportunity reports is incomplete. A consultant has performed an analysis and determined that opportunity stage reports often lack key information that sales managers expect at each stage because sales reps have yet to enter the data.

What should the consultant recommend so opportunity stage reports always contain the data managers expect?

- A. Customize Path and create validation rules dependent on stages.
- B. Mark the fields as required on the Page layout.

- C. Create an Auto launched flow to determine if required fields are missing.
- **D. Configure Path by checking the Key Field Required checkbox.**

**Answer: D**

Explanation:

Explanation

Path is a feature that helps users visualize and update key fields for each stage of a process, such as an opportunity sales process. By checking the Key Field Required checkbox, the consultant can make sure that users enter the data that managers expect at each stage before moving to the next stage. This can improve data quality and reporting accuracy.

#### NEW QUESTION # 45

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to Sales Cloud.

Which solution should the consultant recommend?

- A. Data Loader
- B. Data Import Wizard
- **C. Third-party tool**

**Answer: C**

#### NEW QUESTION # 46

Cloud Kicks is expanding to international markets. Sales reps are unable to find specific products in the international price book.

Which two steps should the consultant take to resolve this issue?

Choose 2 answers

- **A. Activate the products**
- **B. Add the products to the price book.**
- C. Add the products to a product family.
- D. Share the products with sales reps.

**Answer: A,B**

#### NEW QUESTION # 47

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