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Salesforce Certified Sales Cloud Consultant

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1. Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various

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To prepare for the Salesforce Certified Sales Cloud Consultant exam, candidates should have a solid understanding of Salesforce Sales Cloud and its features. They should also be familiar with how to use Salesforce to manage sales and marketing processes, as well as how to customize Salesforce to meet the needs of their organization. In addition, candidates should have experience working with customers and managing sales teams.

Salesforce CRT-251 exam consists of 60 multiple-choice questions that must be completed within 105 minutes. CRT-251 exam covers a broad range of topics, including sales cloud implementation, sales process design, sales performance management, sales forecasting, and sales analytics. To pass the exam, candidates must achieve a passing score of 68%, which can be challenging for many individuals. However, with proper preparation and training, passing the CRT-251 Exam can be a rewarding experience that can open up new career opportunities and enhance professional credibility.

Salesforce CRT-251 exam is a multiple-choice test that consists of 60 questions that must be completed within 105 minutes. CRT-251 exam is designed to test the candidate's knowledge of Salesforce Sales Cloud functionalities, their understanding of the sales

process, and their ability to implement Salesforce solutions to meet business requirements. CRT-251 exam is available in English, Japanese, and Spanish.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q128-Q133):

NEW QUESTION # 128

A couple of users at Cloud Kicks (CK) own more than 10,000 records. The CK admin has noticed that making changes to the sharing model is taking increasingly more time.

What are two solutions the consultant should implement to resolve the issue?

Choose 2 answers

- A. Move the users to the bottom of the role hierarchy.
- B. Mass transfer the records to another role in the role hierarchy.
- C. Remove the users from the role hierarchy.
- D. Move the users to the top of the role hierarchy.

Answer: B,C

Explanation:

Mass transferring the records to another role in the role hierarchy and removing the users from the role hierarchy are two solutions that can resolve the issue of making changes to the sharing model taking increasingly more time for users who own more than 10,000 records. A mass transfer is an operation that allows users to transfer ownership of multiple records from one user to another user at once. A role hierarchy is a structure that defines how users are organized and how data access is granted based on their roles. By mass transferring the records to another role in the role hierarchy, Cloud Kicks can reduce the number of records owned by each user and distribute them more evenly among other users in different roles. By removing the users from the role hierarchy, Cloud Kicks can prevent these users from inheriting access to records owned by other users in their role or below their role, which can slow down the sharing model changes.

NEW QUESTION # 129

The Cloud Kicks sales team needs to utilize the Salesforce mobile app feature to view, create, or update opportunities, but the internet is unavailable on their Android and iOS mobile devices.

Which two actions should the consultant recommend working around the issue?

Choose 2 answers

- A. Enable the connect offline feature in Salesforce.
- B. Enable the system permission to store offline data in Salesforce.
- C. Enable caching in Salesforce.
- D. Enable offline create, edit, and delete in Salesforce.

Answer: B,D

Explanation:

These are two actions that the consultant should recommend to work around the issue of internet unavailability on the Salesforce mobile app. Enabling the system permission to store offline data in Salesforce allows users to access cached data on their mobile devices when they are offline. Enabling offline create, edit, and delete in Salesforce allows users to perform these actions on their cached data when they are offline, and sync them back to Salesforce when they are online. Verified Reference: [Work Offline in the Salesforce Mobile App]

NEW QUESTION # 130

Universal Containers (UC) has implemented Opportunity Teams. As part of the sales process, tasks are used to track all customer interactions. UC wants any available team member to handle these tasks as soon as possible.

Which Salesforce functionality should the consultant recommend to meet the requirement?

- A. Task "Assigned To" set to Opportunity Team role
- B. Workflows to create a Task for each team member
- C. Task queues for each Opportunity Team
- D. Assignment rule selected by default

Answer: A

NEW QUESTION # 131

Universal Containers recently completed the implementation of a new Sales Cloud solution. The stakeholder committee believes that sales user adoption is best measured by the number of daily logins.

Which two measures of sales user adoption should be considered? (Choose two.)

- A. Overall effectiveness of mass email campaigns
- B. Number of neglected opportunities over time by role
- C. Number of reports exported to Excel for analysis
- D. Completeness of records entered into the new system

Answer: B,D

NEW QUESTION # 132

The Cloud Kicks team has made a correction in a sandbox environment that needs to be deployed to production as soon as possible. The sandbox and production environments are on two different versions of Salesforce. The fix requires functionality in the sandbox version.

Which action should the consultant recommend?

- A. Deploy the changes from the sandbox to production concurrently with the Salesforce Platform upgrade.
- B. Deploy from version control before the Salesforce Platform upgrade window.
- C. Deploy the changes from the sandbox to production once both environments are on the same version.
- D. Deploy changes from the sandbox to production this weekend.

Answer: C

Explanation:

Explanation

Deploying the changes from the sandbox to production once both environments are on the same version is the safest and most reliable option, as it ensures that there are no compatibility issues or errors due to different versions of Salesforce. The fix requires functionality in the sandbox version, which means that it cannot be deployed to production until production is upgraded to the same version. Deploying before or during the upgrade window may result in failures or conflicts.

NEW QUESTION # 133

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