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>> CRT-251 Exam Questions Answers <<

Exam CRT-251 Registration & CRT-251 Certificate Exam

If you are applying for the CRT-251 certification exam, it is great to show your dedication to it. You cannot take it for granted

because the Salesforce Certified Sales Cloud Consultant (CRT-251) certification test is tough and you have to pay a good sum for appearing in it. You will lose money and time by studying with CRT-251 Exam Preparation material that is not updated. So, to avoid your loss and failure in the CRT-251 exam, you must prepare with actual Salesforce CRT-251 questions from TestkingPDF.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q89-Q94):

NEW QUESTION # 89

Cloud Kicks' (CK) VP of technology wants to start using Sales Cloud for all of the sales team's automation. CK migrated 70 million records from a legacy database to the data warehouse that will be synced with Sales Cloud. CK wants to search and cross-reference records with the original source database.
What should a consultant recommend to meet this requirement?

- A. Use a custom field named External ID and map this to the Sales Cloud record value.
- B. Use a custom External ID field and map this to the source record ID value.
- C. Use the standard External ID field and map this to the source record ID value.

Answer: B

NEW QUESTION # 90

Cloud Kicks wants to measure the impact of its recent Sales Cloud implementation upon completion.
How should a consultant meet the requirement?

- A. Demonstrate new functionality.
- B. Establish KPIs.
- C. Provide a customer satisfaction survey.
- D. Evaluate user adoption.

Answer: B

NEW QUESTION # 91

A lead sharing rule has been defined so that leads owned by the record owner are shared with the public group called "Sales Team."
Who will have access to these records, assuming that a private sharing model is in place on these objects and there are no sharing rules defined for those objects, when the lead is converted to an account, contact, and opportunity?

- A. The record owner, all members of the public group, and a group called "Sales team" will be able to access the three records.
- B. The record owner, all members of the public group, and a group called "Sales team", and anyone above any group member in the role hierarchy will be able to access the three records.
- C. The record owner will be the only person who is able to access the account, contact, and opportunity records.
- D. The record owner and anyone above the record owner in the role hierarchy will be able to access the three records.

Answer: D

NEW QUESTION # 92

Up to this point, two sales reps have had separate Accounts and Opportunities. Sales rep A wants to Include sales rep B in a few Opportunities on one Account. Which two things will happen if Account Teams are enabled and used for this Account? Choose 2 answers

- A. Rep A can let rep B view one of the Opportunities on the Account.
- B. Rep A can let rep B view the Account but keep private Activities.
- C. Rep A can let rep B edit all Opportunities on the Account
- D. Rep A can let rep B view the Account but keep private Contacts.

Answer: C,D

NEW QUESTION # 93

The Cloud Kicks marketing team wants to view and report in Lightning on any opportunities created as a result of 2 Campaign. Which two choices should a consultant recommend meeting the requirement?
Choose 2 answers

- A. Add the Campaign Influence related list to the Opportunity page layouts.
- B. Use Data Loader to export Opportunity and Campaign Influence and merge the results.
- C. Enable Customizable Campaign Influence in Setup.
- D. Create a joined report between Opportunity and Campaign to show influence.

Answer: A,B

NEW QUESTION # 94
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Passing the Salesforce Certified Sales Cloud Consultant (CRT-251) certification is crucial for those who want to excel in the Salesforce industry. However, one of the biggest challenges that individuals face after deciding to take the Salesforce Certified Sales Cloud Consultant (CRT-251) exam is finding authentic CRT-251 questions for efficient preparation. Those who do not study with real Salesforce Certified Sales Cloud Consultant (CRT-251) dumps often fail the test and waste their valuable resources.

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