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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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Salesforce CRT-251 certification exam is one of the most prestigious exams in the field of sales cloud consulting. CRT-251 exam is designed to test the knowledge and skills of sales cloud consultants who work with Salesforce. Salesforce Certified Sales Cloud Consultant certification is recognized worldwide and is highly valued by employers. The Salesforce CRT-251 exam is a must for anyone who wants to excel in their career as a sales cloud consultant.

Salesforce CRT-251 is a certification exam that is designed to test the knowledge and skills of professionals who work with Salesforce Sales Cloud. CRT-251 exam is intended for individuals who are responsible for implementing and managing Sales Cloud solutions within their organizations. The CRT-251 exam is an excellent way to validate your expertise in Sales Cloud and enhance your career prospects.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q110-Q115):

NEW QUESTION # 110

Cloud Kicks requires its sales reps to 90 through an internal certification process on myTrailhead before they add specific groups of Products to Opportunities.

Which two solutions should be used to validate that sales reps have completed the myTrailhead badge?

Choose 2 answers

- A. Use a separate once book for the Products requiring the myTrailhead badge and only share the once book with sales reps who have completed the badge-
- B. Use a validation rule on Products marked as requiring the myTrailhead badge to prevent those Products from being added to an Opportunity.
- C. Use a validation rule on Opportunity Products to prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge.
- D. Use a Process Builder process on Products marked as requiring the myTrailhead badge to automatically share the Products with sales reps who have completed the badge.

Answer: C,D

NEW QUESTION # 111

Sales reps at Cloud Kicks (CK) need to see the Opportunity amount with the Account's discount field. CK sales reps are located in different regions and use different currencies. A consultant creates a custom formula field on the Opportunity.

Which currency will the custom formula use for its value if the opportunity and account records have different currencies?

- A. Account currency
- B. Corporate currency
- C. Opportunity currency
- D. User currency

Answer: C

NEW QUESTION # 112

Cloud Kicks is implementing Sales Territories for its retail sales unit. The sales director is requesting a detailed roll-up forecast for territories.

What should the consultant recommend?

- A. Assign a Forecast Manager to each region.
- B. Include the Forecast Manager field on the Account page layout.
- C. Assign a role for each manager in the user role hierarchy.

Answer: A

Explanation:

The Forecast Manager role is essential in Salesforce when working with Territory Forecasts. By assigning a Forecast Manager to each region, Salesforce can generate a roll-up forecast based on the territories managed within that region. The Forecast Manager oversees the forecasting process and can provide the sales director with the requested detailed roll-up forecast for each territory. Including the Forecast Manager field on the Account page layout or assigning roles in the user role hierarchy is useful for access control and organizational structure, but they do not directly impact the roll-up forecast functionality for territories. Assigning a Forecast Manager ensures accurate and hierarchical forecasting as per regional sales performance.

Salesforce Documentation Reference:

Set Up Collaborative Forecasts by Territory

Forecast Manager Role in Territory Management

NEW QUESTION # 113

Cloud Kicks (CK) has a custom object, Project__c, that has a lookup relationship to the Opportunity object. The CK project manager has requested a report that includes both Project__c and Opportunity data.

What should the consultant use to include data from both the Project__c and Opportunity objects in one report?

- A. Junction reports
- B. Cross-object filters
- C. Matrix reports
- D. **Custom report types**

Answer: D

NEW QUESTION # 114

Cloud Kicks is implementing Sales Cloud and has asked a consultant to create an architecture diagram of the system. Which stage of the project lifecycle does this fall under?

- A. **Plan**
- B. Document
- C. Design
- D. Test

Answer: A

NEW QUESTION # 115

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