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## Salesforce CRT-251 Practice Questions

### 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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Achieving the Salesforce Certified Sales Cloud Consultant credential can be a career-changing accomplishment for individuals in the field of sales and business development. Salesforce Certified Sales Cloud Consultant certification demonstrates to potential employers and clients that the individual has a comprehensive understanding of Sales Cloud and can design and implement solutions that drive business success. Additionally, certified individuals gain access to a network of Salesforce professionals and resources that can further enhance their skills and knowledge.

Earning the Salesforce CRT-251 Certification can have numerous benefits for professionals. It can help them stand out in a crowded job market, increase their credibility and value to their organization or clients, and provide them with the opportunity to advance their career. Additionally, the certification demonstrates a commitment to ongoing learning and professional development, which can set individuals apart from their peers. Overall, the Salesforce CRT-251 certification is an excellent way for professionals to demonstrate their expertise in Sales Cloud and showcase their commitment to their profession.

## CRT-251 Test Voucher - Latest CRT-251 Dumps Files

BootcampPDF also has a Salesforce Practice Test engine that can be used to simulate the genuine Salesforce Certified Sales Cloud Consultant (CRT-251) exam. This online practice test engine allows you to answer questions in a simulated environment, giving you a better understanding of the exam's structure and format. With the help of this tool, you may better prepare for the Salesforce Certified Sales Cloud Consultant (CRT-251) test.

Salesforce CRT-251 Certification Exam is an essential credential for professionals seeking to advance their careers in Salesforce Sales Cloud. CRT-251 exam tests the candidate's knowledge and skills in implementing Sales Cloud solutions, configuring and managing Sales Cloud, and designing Sales Cloud solutions that align with best practices and industry standards. Salesforce Certified Sales Cloud Consultant certification enhances the candidate's credibility and marketability, making them more attractive to employers and clients.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q135-Q140):

#### NEW QUESTION # 135

Cloud Kicks has 300,000 account records and 16 million invoices in a custom object with a master-detail relationship to the Account. Each account record takes a long time to display due to the rendering time of the invoice related list. What should the consultant do to solve this issue?

- A. Enable Collapsible Sections for the Invoice related list
- B. Enable indexing on all visible fields on the invoice related list.
- C. Move the invoice related list to a separate tab on the Lightning page.
- D. Convert the Invoice object into a lookup relationship.

#### Answer: C

Explanation:

Moving the invoice related list to a separate tab on the Lightning page can solve the issue of long rendering time, as it allows the account record to load faster without loading the invoice related list at the same time.

The user can then click on the tab to view the invoice related list when needed. This also improves the user experience and the page layout by reducing clutter and scrolling.

#### NEW QUESTION # 136

At a kickoff meeting for a new project, a consultant starts gathering information to be used in the project implementation plan. They ask the participants to define what project success will look like.

Which strategy is the consultant using?

- A. Challenge Framing
- B. Design Direction
- C. Discovery

#### Answer: C

Explanation:

During the Discovery phase, consultants gather information to understand the client's requirements, challenges, and goals. By asking participants to define what project success looks like, the consultant is conducting discovery to establish clear objectives and align the implementation with the client's expectations. This approach helps ensure that the solution will meet the client's needs and supports setting measurable goals for the project.

Design Direction and Challenge Framing are useful strategies, but they occur after the Discovery phase, once the initial understanding of goals and challenges is established.

Salesforce Documentation Reference:

Salesforce Discovery Process

Consulting Engagement Phases

### NEW QUESTION # 137

During the Deploy phase at Cloud Kicks, users are finding it difficult to use a new system, which is adoption. How should the consultant avoid this issue in the future?

- A. Design a solution during the Build phase.
- **B. Gain buy-in during the Analyze phase.**
- C. Develop test scripts during the Plan phase.
- D. Conduct a Beta review during the Validate phase.

#### Answer: B

Explanation:

Gaining buy-in during the Analyze phase is the best way to avoid user adoption issues in the future when working on a new system at Cloud Kicks. Buy-in is the acceptance or support of an idea or proposal by stakeholders or decision-makers who have influence or authority over its implementation or outcome. The Analyze phase is a stage of a project where requirements are gathered and validated, business processes are mapped and optimized, and solutions are designed and evaluated. By gaining buy-in during the Analyze phase, the consultant can ensure that the new system meets the needs and expectations of the users and stakeholders, and that they are involved and engaged in the project from the start. This can increase user satisfaction and adoption of the new system.

### NEW QUESTION # 138

The Cloud Kicks CEO needs to run reports from the sales team's reports folder. The CEO's assistant needs to control access to the reports. Sales managers need to change the reports when necessary.

How should the consultant meet the requirement?

- **A. Set the CEO access level to View, the CEO's assistant to Manage, and the sales manager to Edit on ACO the folder.**
- B. Enable Manage Reports in Public Folders and give access to the CEO and their subordinates.
- C. Set the CEO access level to View All, the CEO's assistant to Modify All, and the sales manager public group to Create.
- D. Enable Manage access for the CEO role and subordinates, and Manage access for the CEO'S assistant profile.

#### Answer: A

### NEW QUESTION # 139

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

#### Answer: B,D

### NEW QUESTION # 140

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