

Free PDF CRT-251 - Updated Interactive Salesforce Certified Sales Cloud Consultant Questions



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Salesforce CRT-251 exam covers various topics, such as prospecting and lead management, sales process design, forecasting and pipeline management, sales team management, and sales cloud implementation. CRT-251 exam is designed to test the skills of the candidates in these areas and assess their ability to apply their knowledge to solve real-world problems. CRT-251 Exam Questions are based on real scenarios, and candidates are required to provide practical solutions that can help businesses achieve their sales targets.

Overview about SALESFORCE CRT-251 Exam

- Length of Examination: 105 minutes
- Number of Questions: 60
- Retake Fee : 100 USD

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We guarantee you that our top-rated Salesforce CRT-251 practice exam (PDF, desktop practice test software, and web-based practice exam) will enable you to pass the Salesforce Certified Sales Cloud Consultant (CRT-251) certification exam on the very first go. The authority of PDFTorrent in CRT-251 Exam Questions rests on its being high-quality and prepared according to the latest pattern.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q161-Q166):

NEW QUESTION # 161

The Cloud Kicks sales team can create leads for both business and individual customers. Person accounts have been enabled in its Salesforce org.

How can the consultant ensure that Leads are converted into either a business account or a person account where appropriate?

- A. Populate the Company field with "Person",
- B. Leave the Company field blank.

- C. Check the person account checkbox on the lead.
- D. Create separate record types for business account leads and person account leads.

Answer: B

NEW QUESTION # 162

Cloud Kicks has enabled the Einstein Lead Scoring feature and rolled out Sales Cloud Einstein to pilot users.

The pilot users are unable to view the Lead Score field on the Lead record page.

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

Choose 2 answers

- A. Add the Lead Score field to the Lead Page layout.
- B. Add the Lead Score field to the Lead List View.
- C. Assign the Sales Cloud Einstein permission set.
- D. Assign the Einstein Lead Scoring permission set.

Answer: A,D

Explanation:

Adding the Lead Score field to the Lead Page layout is a necessary step to fix the issue of pilot users not being able to view the Lead Score field on the Lead record page. The Lead Score field is a standard field that shows how likely a lead is to convert based on Einstein's analysis of historical data and predictive factors. The Lead Score field must be added to the Lead Page layout for users to see it on their lead records. Assigning the Einstein Lead Scoring permission set is another necessary step to fix the issue, as it grants users access to view and use Einstein Lead Scoring features, such as Lead Score, Lead Score Insights, and Lead Score Field History Tracking.

NEW QUESTION # 163

During the Cloud Kicks Deploy phase, end users are complaining that they have a new system to log into, and it's holding up training.

What is the likely cause of these complaints?

- A. Cloud Kicks did not gain buy-in during the Analyze phase and they did not build buzz during the Build and Validate phase.
- B. A training plan was not made during the Validate phase and buzz was not generated during the Design and Validate phase.
- C. A communication plan was not designed during the Plan phase and buzz was not generated during the Deploy phase.
- D. Cloud Kicks did not gain buy-in during the Design phase and the solution was not designed.

Answer: C

NEW QUESTION # 164

A consultant is implementing a new Sales Cloud instance for Cloud Kicks (CK) that has a public sharing model for Accounts.

Different sales reps own local Accounts that create a multi-level Account Hierarchy. CK needs to see the total number of closed won opportunities and the revenue value for all Accounts in the hierarchy when viewing a Parent Account.

Which recommendation meets this requirement?

- A. Create a Roll-Up Summary field on the parent Account with the total value of won Opportunities from the child Accounts.
- B. Configure an after-save flow to update a custom field on the parent Account with the total value of opportunities from the child Accounts.
- C. Use the View Account Hierarchy option and include a custom Roll-Up Summary field with the total value of won Opportunities in the displayed columns.
- D. Create a workflow rule to update the custom field on the parent Account with the total value of won Opportunities from the child Accounts.

Answer: B

NEW QUESTION # 165

Cloud Kicks wants to improve its Return On Investment (ROI) by creating intelligent processes built on trusted, targeted data. What

are two justifications for using third-party data enrichment tools? Choose 2 answers

- A. To survey prospects on post-purchase of competitors' products
- B. To create customer segment with personas and scoring
- C. To monitor customers' and prospects' NPS score with their customers
- D. To enrich customer data signaling intent to purchase

Answer: C,D

NEW QUESTION # 166

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