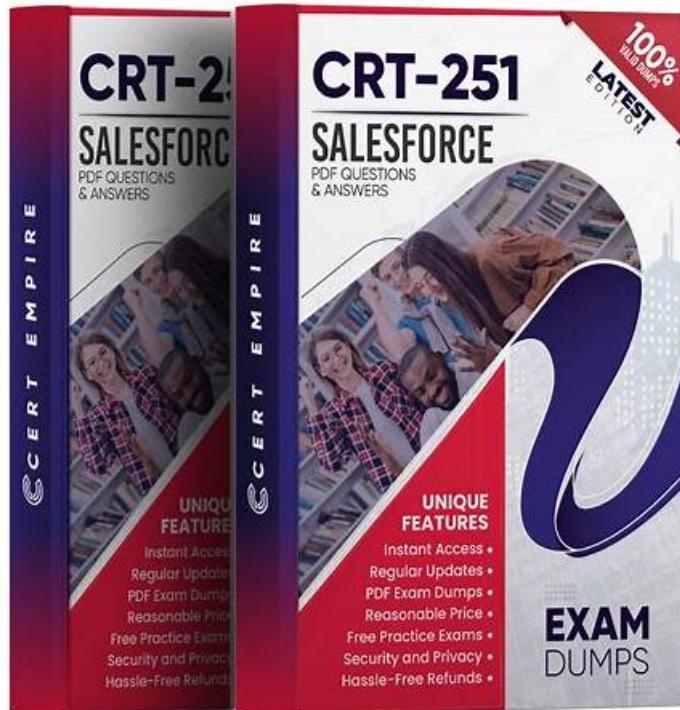


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Salesforce Certified Sales Cloud Consultant (CRT-251) Exam is a certification exam that validates the skills and expertise of professionals in the sales domain of Salesforce. CRT-251 exam is designed for individuals who are responsible for designing and implementing Salesforce solutions in the sales domain, such as sales managers, sales operations managers, and sales representatives. The CRT-251 Exam covers various topics related to Salesforce Sales Cloud, including sales process design, lead and opportunity management, forecasting, and analytics.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q72-Q77):

NEW QUESTION # 72

Cloud Kicks has a custom object, Projects, that has a Lookup relationship to the Opportunity object. How can the Consultant build a report that a report that contains data from both the Project _c and Opportunity objects?

- A. Custom Report Types
- B. Dashboards
- C. Cross-object Filters
- D. Matrix Reports

Answer: A

NEW QUESTION # 73

The Cloud Kicks global sales team has asked for a simpler way to view and manage its Opportunity pipeline. The team is often responsible for hundreds of deals at a time across multiple countries and currencies. The account executive has suggested using the Kanban view. What are three considerations? Choose 3 answers

- A. The Kanban view can display a maximum of 200 records.
- B. The Kanban cards display up to 10 fields
- C. The Kanban view displays amounts in the user's currency.
- D. The Kanban view can summarize records by currency fields.
- E. The Kanban view can show rollup summaries for currency fields.

Answer: A,C,D

NEW QUESTION # 74

Which three actions should a consultant recommend to provide alignment between a new formal sales methodology and Salesforce? Choose 3 answers

- A. Consider available sales methodology AppExchange applications
- B. Embed Lightning components within Salesforce to support the sales methodology
- C. Override Salesforce user interface with the sales methodology user interface.
- D. Develop a data integration between Salesforce and the sales methodology database
- E. Configure Salesforce standard and custom objects to support the sales methodology

Answer: A,B,E

NEW QUESTION # 75

The Sales Director at Cloud Kicks noticed that while Lead conversion rates were high, Opportunities were not moving through the sales cycle. many of the contacts that were converted had no phone, email, or background information captured. Which three solutions can be used to improve the quality of Leads being converted? Choose 3 answers

- A. Create a validation rule to check that necessary information is complete upon Lead conversion
- B. Mandate that all Lead data must be reviewed prior to being created in Saesforce.
- C. Update web-to-lead forms to require input fields be completed prior to submission.
- D. Schedule a report that notifies Lead owners daily of Leads with incomplete information.
- E. Implement a trigger that warns the user of incomplete information during Lead conversion.
- F. Review Lead conversion mapping to ensure necessary fields are mapped correctly.

Answer: C,E,F

NEW QUESTION # 76

Cloud Kicks maintains products and price books on an external platform due to the high frequency of product pricing changes. Sales managers want to monitor pipeline by sales rep and track team revenue to goal in Sales Cloud.

What should the consultant do to meet the requirement?

- A. Use Opportunities and enable Forecasts.
- B. Create reports on closed Opportunities.
- C. Implement Opportunity Teams and Opportunity Splits.

Answer: A

NEW QUESTION # 77

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