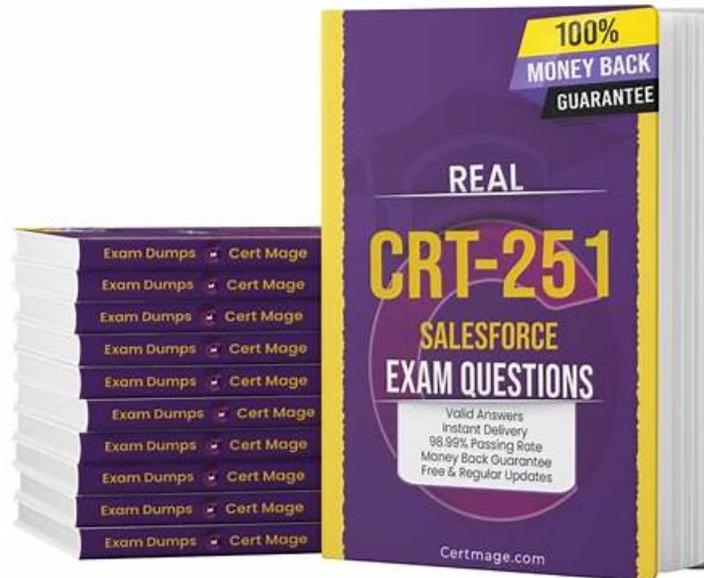# Three Easy-to-Use Salesforce CRT-251 Exam Dumps Formats

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q11-Q16):

NEW QUESTION # 11
Cloud Kicks has a private sharing model on Accounts. Account executives need to ensure that specific users can qualify marketing Opportunities on their Accounts. There can be different users for a given Opportunity. Sales management needs to report on which users are assigned to Opportunities.

What should the consultant recommend to the account executives?

- A. Add specific users as Opportunity team members with a role that grants Read/Write Access.

Answer: A

NEW QUESTION # 12
Northern Trails Outfitters (NTO) is ready to start the next phase of its Salesforce implementation. A consultant recommends using Universal Process Notation (UPN) to document the business process maps NTO will use as its guide.
As NTO maps out its processes, which two key principals of UPN should the team keep in mind?
Choose 2 answers

- A. Limit the number of activity boxes on the screen to 8 to 10.
- B. Use symbols of different colors, arrows, and swim lanes for clarity.
- C. Keep version control and change history at the diagram level.
- D. Attach supporting information at the detail level.

Answer: A,C

NEW QUESTION # 13
Universal Containers continues to see substantial growth year-over-year. Outside sales reps think the* territories are too dense to cover adequately. Leadership has decided to modify the existing safes territories and hire additional staff to make the account allocations more manageable. So the states win change from one territory to two or more smaller territories. In these instances, accounts will need to be reassigned to new territories.
Sales operations wants to review the territory account assignments and verify the accuracy before the changes are reflected m Sales Cloud.
How should the consultant show sales operations what the data will look like after the change?

- A. Use Tableau to geocode account addresses and display on a territory map.
- B. Run the updated assignment rules in Planning State and view the accounts on the territory detail page.
- C. Install the Territory Management Reporting Pack from the AppExchange.
- D. Use Data Loader to export the accounts and make updates in Google Sheets.

Answer: B

Explanation:
Running the updated assignment rules in Planning State and viewing the accounts on the territory detail page is the best way to show sales operations what the data will look like after changing the territories.
Assignment rules are rules that determine how accounts are assigned to territories based on criteria such as account fields, address fields, etc. Planning State is a mode of Territory Management that allows users to preview how changes to territories or assignment rules will affect account assignments before activating them. The territory detail page is a page that shows information about a specific territory, such as name, description, users, accounts, etc.
By running the updated assignment rules in Planning State, sales operations can see how accounts will be reassigned to new territories based on the ZIP codes. By viewing the accounts on the territory detail page, sales operations can verify the accuracy of the account assignments and make any adjustments if needed.

NEW QUESTION # 14
The project is almost finished, and now it's time to test the changes and updates that have been made before go-five. Cloud Kicks does not have a Partial or Full Sandbox.
How should the consultant recommend testing be conducted?

- A. Create test Accounts and Opportunities in Production and ask volunteers to test it with use cases.
- B. Create a new Sandbox and ask volunteers to test it with use cases.
- C. Create a new Developer Edition org, populate it with data, and ask volunteers to test it with use cases.
- D. Create a new Sandbox, populate it with data, and ask volunteers to test it with use cases.

Answer: D

Explanation:
To test the changes and updates before go-live, the consultant should recommend creating a new Sandbox, populating it with data, and asking volunteers to test it with use cases. A Sandbox is a copy of the production org that can be used for development, testing, and training purposes. A Sandbox allows the consultant to test the changes in a safe and isolated environment without affecting the live data and users. A Sandbox can also be refreshed to get the latest data and metadata from the production org.

NEW QUESTION # 15

Cloud Kicks (CK) has been losing market share to competitors over the past year. CK management is planning next year's budget and has allocated more money for in-person meetings with its existing partners because CK thinks it will reduce churn.
Which option should a consultant recommend that CK use to track the spending increase for onsite visits?

- A. Report on the activity type that corresponds to an onsite visit.
- B. Report on opportunities with and without onsite activities.
- C. Report on accounts with and without onsite activities.

Answer: A

Explanation:
To effectively track spending on onsite visits, creating a report on the activity type that corresponds to an onsite visit is the most suitable approach. Here's why:
Activity Type Reporting: By tracking specific activity types, such as onsite visits, Cloud Kicks can directly correlate these activities with expenditure on in-person meetings. Salesforce allows for detailed activity tracking, where you can create custom activity types to classify and report on various interaction types.
Detailed Insights: This type of report will give management a clear view of how frequently onsite visits occur and how they correlate with customer engagement and churn reduction. It can also help analyze the ROI on these activities by comparing pre- and post-onsite visit engagement levels.
Salesforce Best Practices: Salesforce recommends tracking and categorizing activities for more accurate reporting on customer interactions, which aids in strategic decision-making and spending allocation.
Reference:
In summary, reporting on the activity type that corresponds to an onsite visit (Option B) is the recommended way for Cloud Kicks to monitor spending and the impact of onsite meetings on customer retention.

NEW QUESTION # 16

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