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Salesforce CRT-251 Salesforce Certified Sales Cloud Consultant 1



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Salesforce Certified Sales Cloud Consultant Sample Questions (Q16-Q21):

NEW QUESTION # 16

The admin at uBHMBon tamers has been getting complaints from sales reps about duplicate Leads ... Salesforce. The admin has already set up a matching rule for Leads.

What should the consultant recommend to resolve the issue?

- A. Confirm the standard matching rule is inactivated.
- B. Change the criteria for the standard Lead matching rule.
- C. Confirm the custom matching rule is activated.
- D. Change the criteria for the standard Contact matching rule.

Answer: C

NEW QUESTION # 17

Sales managers at Cloud Kicks have noticed that information in some opportunity reports is incomplete. A consultant has performed an analysis and determined that opportunity stages often lack key information that sales managers at each stage because sales reps have yet to enter the data.

What should the consultant recommend so opportunity stage reports always contain the data managers expect?

- A. Mark the fields as required on the page layout.
- B. Customize path and create validate rules dependent on stages.
- C. Create an Auto launched flow to determine if required fields are missing.
- D. Configure Path by checking the key field required checkbox.

Answer: D

Explanation:

Configuring Path by checking the key field required checkbox can ensure that opportunity stage reports always contain the data managers expect, as it makes certain fields mandatory for users to fill in before they can move an opportunity to a specific stage. Path is a feature that guides users through a set of stages for a particular business process, such as opportunity sales stages. Users can see key fields and guidance for each stage, and update them as they progress along the path. Marking fields as required on the page layout can also ensure that opportunity stage reports always contain the data managers expect, as it prevents users from saving an opportunity record without entering values for those fields. Page layouts control how fields, related lists, and other components are arranged on a record detail or edit page.

NEW QUESTION # 18

Sales directors at Northern Trail Outfitters (NTO) need access to edit opportunity fields in the case of last minute updates once the sales stage reaches Negotiation/Review; however, sales representatives should not have editing rights at that stage.

Which solution should the consultant advise?

- A. Create a validation rule to enforce field access based on the sales stage and a custom permission.
- B. Change the field-level security for sales representatives to restrict field access based on the sales stage.
- C. Modify the profile for sales directors to enable the "Modify All" object permission for opportunities.
- D. Create a workflow rule to enable field access for sales directors based on the sales stage.

Answer: A

NEW QUESTION # 19

Cloud Kicks wants to know how many closed won Opportunities a Campaign has generated over the last 30 days. Which two steps should the consultant take to meet this requirement using standard functionality?

Choose 2 answers

- A. Add child Campaigns of the primary Campaign source automatically.
- B. Add criteria to the auto-association settings to limit the matches to the past 30 days.
- C. Ask the admin to enable Customizable Campaign Influence.
- D. Define rules for Campaigns to add Opportunities and then lock after 30 days.

Answer: B,C

Explanation:

These are two steps that the consultant should take to meet the requirement of tracking closed won opportunities generated by a campaign over the last 30 days using standard functionality. Customizable Campaign Influence is a feature that allows users to measure and report on how campaigns influence opportunities throughout the sales cycle. Users can define different influence models, such as first touch, last touch, or custom rules, and assign percentages or amounts of credit to each campaign that influenced an opportunity. Auto-association settings are options that determine how campaigns are automatically associated with opportunities based on criteria such as contact roles, time frames, or record types. By adding criteria to limit the matches to the past 30 days, CK can ensure that only recent campaigns are associated with opportunities. By enabling Customizable Campaign Influence, CK can use reports and dashboards to analyze how many closed won opportunities a campaign has generated based on different influence models. Verified Reference: [Customizable Campaign Influence]; [Auto-Association Settings for Customizable Campaign Influence]

NEW QUESTION # 20

A consultant for Cloud Kicks is migrating data from an on-premises system to Salesforce. The consultant has imported Account records, and is attempting to import the associated Contacts using Data Loader, but the import has failed records. The error messages all read UNABLE TO LOCK ROW.

What is causing these records to fail?

- A. Contact records should be imported in the same batch as Account records.
- **B. Updates to child records that have the same parent records are being processed simultaneously.**
- C. An Apex trigger on the Account object is firing on insert and causing the Contact import to fail.

Answer: B

NEW QUESTION # 21

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