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Salesforce CRT-251 (Salesforce Certified Sales Cloud Consultant) exam is designed to test the knowledge and skills of professionals who specialize in sales cloud implementation and management. Salesforce Certified Sales Cloud Consultant certification is ideal for individuals who work with Salesforce Sales Cloud on a daily basis and have a deep understanding of the platform's features and functionality. CRT-251 Exam covers a range of topics, including sales process design, lead and opportunity management, data and analytics, and collaboration and communication.

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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q97-Q102):

### NEW QUESTION # 97

Cloud Kicks wants to release product enhancements effectively to drive user adoption and have the greatest impact on the organization and users' day-to-day functions.

Which step should the consultant recommend to successfully manage changes and releases initiated by Salesforce?

- A. Collect input from stakeholders.
- **B. Train end users after deployment.**
- C. Prioritize executive requests.

**Answer: B**

#### NEW QUESTION # 98

Cloud Kicks has recently hired a new inside sales team. Management wants to ensure that steps in the sales process are clear and adhered to by the team. Each step must have clear guidelines, support materials, and coaching tips. What should the consultant recommend to support the new sales team and management?

- **A. Create a Path on the Opportunity object.**
- B. Create a flow paired to each of the Opportunity stages.
- C. Create validation Rules on the Opportunity Stage field.

**Answer: A**

Explanation:

To guide the new sales team through the sales process, creating a Path on the Opportunity object is the best recommendation.

Here's why:

Guidance for Each Stage: Salesforce Path allows for visualizing each stage of the sales process and provides customizable guidance, including key fields, support materials, and tips directly on the Opportunity record.

Enhanced User Experience: Path provides sales reps with specific coaching tips and resources tailored to each stage of the process, promoting adherence to the process and improving onboarding for new team members.

Salesforce Best Practices: Salesforce advocates using Path to reinforce process steps, making it ideal for organizations seeking to standardize and enforce process adherence.

Reference:

In summary, creating a Path on the Opportunity object (Option C) provides Cloud Kicks with a structured way to guide the new sales team through each step of the sales process.

#### NEW QUESTION # 99

A consultant has successfully deployed Sales Cloud at Cloud Kicks.

What is the final step in completing an engagement?

- A. Hand over documentation
- B. Perform testing
- **C. Measure adoption**
- D. Deploy solution

**Answer: C**

#### NEW QUESTION # 100

The members of an opportunity team at Universal Containers are working together to close an opportunity. The sales engineer on the team is having trouble keeping up with the active quote. How can the sales engineer identify the opportunity's active quote?

- A. Reference synced quote history on the opportunity.
- **B. Reference the synced quote field on the opportunity record.**
- C. Follow the opportunities' quotes in Chatter.
- D. Reference the last modified date on the quotes.

**Answer: B**

#### NEW QUESTION # 101

Management at Northern Trail Outfitters wants to make sure their sales representatives are recording important email communication with customers while they are away from their offices. The sales representatives use various email applications. Which solution should be recommended?

- Answer: D**

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