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Salesforce CRT-251 certification exam is a great way for professionals to demonstrate their proficiency in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is designed to test the candidate's knowledge and skills in various areas such as sales process design, implementation, and optimization. Salesforce Certified Sales Cloud Consultant certification exam also assesses the candidate's ability to configure and manage Salesforce Sales Cloud features such as lead management, opportunity management, and forecasting.

The Salesforce CRT-251 Exam consists of 60 multiple-choice questions and candidates have 105 minutes to complete it. CRT-251 exam is administered by Salesforce and can be taken either in-person at a testing center or online from the comfort of your own home or office.

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Passing the Salesforce CRT-251 exam is a significant achievement that can help you advance your career in the Salesforce ecosystem. Salesforce Certified Sales Cloud Consultant certification demonstrates to employers that you have the knowledge and skills to design and implement effective Sales Cloud solutions. It also opens up new job opportunities and can lead to higher salaries. With the increasing demand for Sales Cloud skills, having a Salesforce CRT-251 Certification can give you a competitive edge in the job market.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q64-Q69):

NEW QUESTION # 64

Cloud Kicks (CK) is adding hundreds of new accounts to Sales Cloud daily. CK uses an automated process to assign Account owners. If no assignment can be made for an account, it will be routed to a specific user who will manually review and re-assign it at a later date. This user may have thousands of account records assigned.

Which solution should the consultant recommend when CK sets up the new account process?

- A. Assign the Modify All Data permission to the user.

- B. Place the user in a separate role at the highest level of the role hierarchy.
- C. Add the user to a separate role at the lowest level of the role hierarchy.

Answer: C

Explanation:

Adding the user to a separate role at the lowest level of the role hierarchy ensures that the manual reviewer does not inadvertently gain access to other users' accounts through role hierarchy-based sharing rules. This setup confines the user's access to only those records explicitly assigned to them, maintaining data security and ensuring proper access control.

Reference:

Role Hierarchy Best Practices

Managing User Permissions

NEW QUESTION # 65

Cloud Kicks is running a campaign for the Shoe of the Month club. Sales management wants to use Campaign Influence features with Opportunities to attribute a percentage of success to influential campaigns.

Which feature will allow for revenue share with standard and custom attribution models?

- A. Create a formula field to track Campaign Influence.
- B. Create a reporting snapshot for Campaigns.
- C. Use sharing rules to give access to Campaign members.
- D. Use Customizable Campaign Influence for reporting.

Answer: D

Explanation:

Explanation

Customizable Campaign Influence is a feature that allows users to attribute revenue share to influential campaigns using standard or custom attribution models. An attribution model is a set of rules that determines how much credit each campaign receives for influencing an opportunity. For example, a 50/50 attribution model gives equal credit to all campaigns associated with an opportunity, while a First Touch attribution model gives 100% credit to only the first campaign that touched an opportunity.

Customizable Campaign Influence can be enabled from Setup, and it requires that Campaign Influence is also enabled. Users can then add or edit Campaign Influence records from the Campaign Influence related list on Opportunity page layouts, and use reports and dashboards to analyze campaign performance and ROI.

NEW QUESTION # 66

The Cloud Kicks pipeline and forecasting reports are inaccurate because sales reps are creating opportunities after they are already closed won. Sales management wants visibility into how often the sales reps are creating these types of opportunities.

Which solution should the consultant recommend?

- A. Run the Opportunity Pipeline standard report to view the upcoming opportunities by stage.
- B. Implement automation to update the opportunity to the first stage in the sales process.
- C. Configure a report that displays opportunities that have an earlier closed date than created date.

Answer: C

NEW QUESTION # 67

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

Answer: A

NEW QUESTION # 68

Universal Containers is working to expand its residential business in the U.S. Sales reps are being asked to canvas neighborhoods in their areas, leveraging new door-to-door campaign material to secure new customers. Internal studies have shown the most valuable residential customers typically have a household income range between \$50,000 and \$70,000.

Which solution should the consultant recommend to help sales reps determine the best neighborhoods to canvas?

- A. Salesforce Maps with ESR1 integration to display high density neighborhoods
- B. A Salesforce Maps component plotting non-customers in residential neighborhoods
- C. API integration with Salesforce Maps to plot existing customers on territory maps
- D. **Salesforce Maps using the Demographic Context data source to display income ranges for regions within their territories**

Answer: D

Explanation:

Salesforce Maps is a feature that allows users to visualize and optimize their sales territories and activities on interactive maps. Users can also access various data sources to enrich their maps with additional information, such as demographics, weather, traffic, or business data. The Demographic Context data source is one of the data sources that users can add to their maps to display income ranges for regions within their territories, such as zip codes, counties, or states. This can help sales reps determine the best neighborhoods to canvas based on the household income range of their potential customers.

NEW QUESTION # 69

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