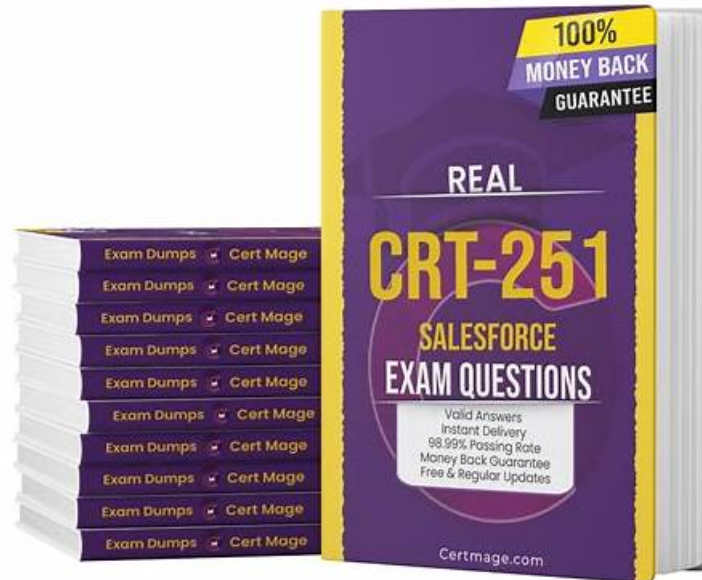# Exam Cram Salesforce CRT-251 Pdf, CRT-251 Test Valid

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q112-Q117):

NEW QUESTION # 112

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 a new Sandbox, populate it with data, and ask volunteers to test it with use cases.
- B. Create test Accounts and Opportunities in Production 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 and ask volunteers to test it with use cases.

Answer: A

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 # 113

Northern Trail Outfitters has Advanced Currency Management enabled and needs report that span time periods when the exchange rate was different. What is the converted amount based on this scenario?

- A. On exchange rates that use the oldest entry
- B. On exchange rates entered in the opportunity
- C. On the historical exchange rate associated with the close date
- D. On exchange rates that use the most current entry

Answer: C

NEW QUESTION # 114

Cloud Kicks (CK) has organization-wide defaults set to Public Read-Only for Opportunity. One of the Account Team roles at CK Is Executive Sponsor. Account Team members with the Executive Sponsor rote need Read/Write access to all child Opportunities. How should the consultant meet the requirement?

- A. Create an Account sharing rule to grant Read/Write access to Opportunities.
- B. Create an Opportunity snaring rule to grant Read/ Write access to Opportunities.
- C. Create a flow to grant Read/Write access to Opportunities.

Answer: B

Explanation:

To meet the requirement of granting Read/Write access to child Opportunities for Account Team members with the Executive Sponsor role, an Opportunity sharing rule should be created. Sharing rules in Salesforce allow you to automatically extend access to users based on their roles or other criteria. In this case, the sharing rule would be configured to provide Read/Write access to Opportunities for those in the Executive Sponsor role on the Account Team.
Reference:
Sharing Rules Overview
Create and Edit Sharing Rules

NEW QUESTION # 115

Sales leadership at Universal Containers is concerned that sales reps are negotiating deals with contacts without the authority to make a decision, resulting is lost deals.
What should the consultant recommend to resolve the issue?

- A. Allow sales reps to mark the contact on each opportunity as "Primary" to indicate the decision maker.

- B. Enable Opportunity Teams so sales reps can track the decision maker for each opportunity.
- C. Require sales reps to add the stakeholder as the decision make on each opportunity before the rep can progress the stage.

Answer: C

NEW QUESTION # 116

The VP of Sales at Cloud Kicks wants to provide options to sales representatives for changing account or contract details for a created order.
Which two conditions should the consultant consider to meet this requirement?
Choose 2 answers

- A. The contract associated with the order is also associated to the new account.
- B. The price book associated with the order is also associated to the new account.
- C. The order associated with the account should be in draft status.
- D. The currency associated with the order can be different from the new contract.

Answer: A,C

NEW QUESTION # 117

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