Quiz Salesforce - CRT-251 - Salesforce Certified Sales Cloud Consultant–Professional New Practice Materials

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To be eligible for the Salesforce CRT-251 certification exam, you must have at least six months of experience as a Salesforce Administrator or Developer. You should also have experience working with the Sales Cloud and have a good understanding of sales processes, salesforce automation, and data management. CRT-251 Exam consists of 60 multiple-choice questions and you have 105 minutes to complete it. A passing score of 67% is required to earn the certification.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q105-Q110):

NEW QUESTION # 105
Cloud Kicks has purchased a list of prospects and wants sales reps to contact and measure the return on investment (ROI) of the purchased list.
Which solution should the consultant recommend?

- A. Import the prospects as Contacts and assign them to Accounts.
- B. Import the list as new Leads and update the Lead Source to "Purchased Lead".
- C. Import the list as new Leads and map the Campaign during import.

Answer: C

Explanation:
To measure the return on investment (ROI) of the purchased list of prospects, the consultant should recommend importing the list as new Leads and mapping the Campaign during import. By associating the leads with a specific campaign, Cloud Kicks can track the effectiveness of the purchased list and measure ROI through campaign reports. This approach allows sales reps to contact the leads and enables the organization to analyze the performance of the campaign linked to the purchased leads. Salesforce's campaign management and lead tracking features support detailed ROI analysis and reporting.

NEW QUESTION # 106
Cloud Kicks' global sales operations team has to export reports from Salesforce and manipulate them in Excel to convert regional deals to the correct currency conversion. What are two use cases for enabling Advanced Currency Management that will allow the company to generate accurate reporting directly in Salesforce?
Choose 2 answers

- A. Adjust currency rates on a set schedule.
- B. Adjust currency conversion dynamically based on a given date range.
- C. Show deal value in a user's default currency.
- D. Implement org-wide reporting that displays deal values appropriately.

Answer: B,D

Explanation:
Advanced Currency Management allows you to specify different conversion rates for different time periods, such as monthly or quarterly, and use them in reports and forecasts. This can help you generate accurate reporting that reflects the currency fluctuations over time. Org-wide reporting can also display deal values in different currencies based on the user's preference or the corporate currency. Verified Reference:
https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf (page 14)
https://help.salesforce.com/s/articleView?id=sf.admin_currency.htm&type=5

NEW QUESTION # 107
Universal Containers has automated the process of creating new account records in Salesforce. All accounts records created through this process are owned by a generic user. There are now two million account records that have been created in this manner. Universal Containers is now seeing performance issues when it makes any changes to account sharing rules.
What can Universal Containers do to address the issue without changing its integration?

- A. Set the organization-wide defaults for accounts to public read/write.
- B. Contact Salesforce support to add an index to the account object.
- C. Ensure that the generic user has NOT been assigned to a role.
- D. Ensure that the generic user has the Modify All Data permission.

Answer: C

NEW QUESTION # 108

Northern Trail Outfitters (WTO) wants to share revenue from opportunities with multiple reps. A consultant recommends using opportunity splits.

Which two prerequisites should be considered before splits are enabled?
Choose 2 answers

- A. Resolve any inactive currencies prior to enabling splits.
- B. Transfer opportunities owned by Inactive users to active users.
- C. Add customized split types before enabling splits.
- D. Enable opportunity teams and add the opportunity owner as a team member.

Answer: B,C

NEW QUESTION # 109

Currently at Cloud Kicks, the Lead Source field is used to track what event a lead originated from. The Marketing Director requested a report that shows every event a lead has attended. Which standard Salesforce functionality can a Consultant recommend?

- A. Update the Lead Source field to the most recent event a lead has attended using process builder
- B. Implement Campaigns to track events and define a Campaign Management process
- C. Create a custom field to track the second event a Lead attends
- D. Configure a custom Events object and relate it to the Load object

Answer: B

NEW QUESTION # 110

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