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Salesforce is a leading cloud-based customer relationship management (CRM) platform that helps businesses streamline their sales, marketing, and customer service operations. Salesforce Certified Sales Cloud Consultant (CRT-251) is an advanced certification designed for professionals who want to demonstrate their expertise in navigating the Salesforce Sales Cloud platform. Salesforce Certified Sales Cloud Consultant certification is ideal for individuals who want to enhance their career prospects in sales, marketing, and customer service domains.

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

NEW QUESTION # 64

A consultant has successfully deployed Sales Cloud at Cloud Kicks.

What is the final step in completing an engagement?

- A. obtain stakeholder sign-off.
- B. validate the implementation.
- C. Activate users in the system.

Answer: A

Explanation:

The final step in completing a Sales Cloud engagement is to obtain stakeholder sign-off. This formal sign-off ensures that all project deliverables have been met to the satisfaction of the stakeholders and that the implementation is considered complete. It is a crucial step to officially close the project and transition to ongoing support and maintenance.

References:

* Project Completion and Sign-Off

* Ensuring Project Success

NEW QUESTION # 65

Cloud Kicks (CK) has two sales divisions: a franchise sales division and a public sales division. The sales reps for each division have different user profiles. The sales reps for the franchise sales division should only be able to set up Business Accounts.

What should the consultant recommend meeting this requirement?

- A. Remove Person Account Record Types from the franchise sales user profile.
- B. Ask Salesforce Support to disable Person Accounts in CK's org.
- C. Ensure there are a minimum of two Record Types for Person Accounts.
- D. Use sharing rules to share Accounts between franchise and public divisions.

Answer: A

Explanation:

These answers will allow CK to sell its products in different currencies, as each custom price book can have a different currency and each product can have multiple prices in different currencies. The standard price book must have at least one price for each product in each currency that is used in the org.

NEW QUESTION # 66

Cloud Kicks is implementing Sales Cloud and has asked a consultant to create an architecture diagram of the system.

Which stage of the project lifecycle does this fall under?

- A. Design
- B. Document
- C. Plan
- D. Test

Answer: A

NEW QUESTION # 67

The project at Universal Containers is almost finished and now it is time to test the changes and updates that have been made before go-live.

Partial and Full sandboxes are unavailable.

Where should the consultant recommend testing be conducted?

- A. Create a new Developer Edition org and populate it with data.
- B. Create test accounts and opportunities in a new Trailhead Playground org.
- C. Create a new Developer sandbox and populate it with data.

Answer: C

NEW QUESTION # 68

Which roll-up summary fields are supported between two Advanced Currency Management objects when enabling Advanced Currency Management?

- A. Campaign object to Opportunity object
- B. Opportunity object to Account in the default currency of the user's manager
- **C. Opportunity line object to Opportunity object**
- D. Opportunity line object to Product object in the default currency of the organization

Answer: C

NEW QUESTION # 69

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