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Examinations Salesforce CRT-251 Actual Questions & CRT-251 Valid Exam Answers

Actual4Dumps Salesforce Certified Sales Cloud Consultant (CRT-251) exam questions are consistently updated to make sure they are according to the Salesforce latest exam syllabus. If you choose Actual4Dumps, you can be sure that you'll always get the updated and real CRT-251 exam questions, which are essential to go through the CRT-251 test in one go. In addition, we also offer up to 1 year of free Salesforce CRT-251 certification exam question updates. These free updates ensure that candidates get access to the latest Salesforce exam questions even after they have made their initial purchase.

To prepare for the Salesforce CRT-251 exam, candidates should have a solid understanding of Salesforce Sales Cloud and its various components. They should also have experience implementing and managing sales processes, as well as strong analytical and communication skills. CRT-251 exam consists of 60 multiple-choice questions and candidates have 105 minutes to complete it. A

passing score of 63% is required to earn the Salesforce Certified Sales Cloud Consultant certification. Obtaining this certification demonstrates a high level of expertise in sales cloud implementation and management, which can be highly valuable in a variety of industries and job roles.

Salesforce CRT-251 Certification Exam is designed for professionals who want to demonstrate their expertise in sales cloud consulting. Salesforce Certified Sales Cloud Consultant certification is ideal for individuals who have experience working with sales cloud solutions and are looking to take their skills to the next level. CRT-251 exam is designed to test a candidate's knowledge and understanding of sales cloud best practices, as well as their ability to design and implement effective sales strategies using Salesforce.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q56-Q61):

NEW QUESTION # 56

A consultant is implementing a new instance of Sales Cloud for Cloud Kicks (CK).

CK has a global sales presence that supports a customer base throughout the world. CK wants to set up an appropriate structure to track customers with subsidiaries.

Which approach should the consultant recommend meeting the requirement?

- A. Location-specific Account structure without Account Hierarchies
- B. Global Contact structure that links all Contacts with one global Account
- **C. Location-specific Account structure with Account Hierarchies**
- D. Global Account structure that links all Contacts with one global Account

Answer: C

NEW QUESTION # 57

The Contact Us form on the Cloud Kicks website creates leads that sales reps need to contact in a timely manner. The VP of sales wants to know when the lead status is still new a day after the lead was created. Sales reps want a simple way to contact these leads.

Which action should the consultant take to meet the requirements?

- A. Create a Lead escalation rule with criteria "Lead created date not equal to TODAY" and "Status not equal to new".
- B. Create a dynamic report with a filter where "Lead created date is equal to TODAY" and "Status equals new".
- **C. Create a Lead list view filtered for "Lead created date not equal to TODAY" and "Status equals new".**

Answer: C

Explanation:

Context:

The Contact Us form on the Cloud Kicks website generates leads.

The VP of Sales wants to identify leads that are still new a day after creation.

Sales reps desire an easy way to contact these leads.

Creating a Lead List View:

Purpose: Provides a dynamic way for sales reps and the VP to view leads that require attention.

Filters to Apply:

Lead Created Date not equal to TODAY: Ensures leads displayed were created before the current day.

Status equals New: Identifies leads that have not been acted upon.

Benefits:

Timely Follow-Up: Helps sales reps prioritize contacting leads that may be slipping through the cracks.

Visibility for Management: The VP can monitor leads that are pending action beyond the expected time frame.

User Accessibility:

Simple Access: Sales reps can easily access the list view to find and contact these leads promptly.

Customization: The list view can be adjusted or shared as needed.

Why Other Options Are Less Effective:

Option B: An escalation rule would not necessarily provide an easy way for sales reps to contact leads and might not align with the criteria specified.

Option C: A report focusing on leads created today does not help identify leads that are still new after a day.

Salesforce Sales Cloud Reference:

Creating and Customizing List Views: Salesforce Help - Create a List View Lead Management: Salesforce Trailhead - Lead Management Best Practices for Timely Lead Follow-Up: Emphasizes the importance of prompt engagement with new leads.

By creating a lead list view with the specified filters, Cloud Kicks can ensure that sales reps have a straightforward method to

identify and contact leads that have remained untouched for over a day, enhancing lead response times and potential conversions.

NEW QUESTION # 58

The admin at uBHMBon tamers has been getting complaints from sales reps about duplicate Leads ... Salesforce. The admin has already set up a matching rule for Leads.

What should the consultant recommend to resolve the issue?

- A. Confirm the standard matching rule is inactivated.
- B. Change the criteria for the standard Contact matching rule.
- C. Change the criteria for the standard Lead matching rule.
- D. Confirm the custom matching rule is activated.

Answer: D

Explanation:

Confirming that the custom matching rule is activated is the best way to resolve the issue of duplicate leads in Salesforce. A matching rule is a rule that defines how records are compared for duplicates based on fields and fuzzy logic. A custom matching rule is a matching rule that can be created and customized by users based on their needs and preferences. A custom matching rule must be activated before it can be used by duplicate rules or other features that prevent or allow duplicates. By confirming that the custom matching rule is activated, the admin can ensure that leads are matched according to their criteria and duplicates are detected and handled accordingly.

NEW QUESTION # 59

Which two considerations should be made when deploying dynamic dashboards?

Choose 2 answers

- A. Dynamic dashboards allow all users to view data as any user.
- B. Dynamic dashboards require users to follow each component.
- C. Dynamic dashboards must be manually refreshed.
- D. Dynamic dashboards must be saved in public or shared folders.

Answer: A,B

NEW QUESTION # 60

Universal Containers (UC) recently implemented new Sales Cloud solutions. UC stakeholders believe that user adoption is best measured by the login rate.

Which two additional key metrics should the consultant recommend?

Choose 2 answers

- A. Activities logged
- B. Data quality score
- C. License assignments
- D. Login lockouts

Answer: A,B

NEW QUESTION # 61

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