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Salesforce Certified Sales Cloud Consultant

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1. Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various

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Salesforce CRT-251 Exam is a computer-based test that consists of 60 multiple-choice questions. CRT-251 exam duration is 105 minutes, and the passing score is 67%. CRT-251 exam covers a range of topics, including Salesforce products and features, sales methodologies, lead management, opportunity management, forecasting, and reports and dashboards. Candidates must have a solid understanding of these topics to pass the exam.

Salesforce CRT-251, also known as the Salesforce Certified Sales Cloud Consultant certification exam, is designed to recognize individuals who possess the knowledge and skills necessary to consult on Salesforce Sales Cloud solutions. Salesforce Certified Sales Cloud Consultant certification exam is intended for professionals who are responsible for designing, implementing, and consulting on Sales Cloud solutions within their organization or for their clients. Salesforce Certified Sales Cloud Consultant certification exam is an excellent way for professionals to validate their expertise and showcase their proficiency in Sales Cloud.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q125-Q130):

NEW QUESTION # 125

Universal Containers has configured the Account organization-wide default (OWD) sharing as Public Read Only. All customer Accounts are owned by the customer successmanager. When a customer calls support to update their contact information, the support agent on their Account team is unable to edit the Account.

Which approach should a consultant recommend allowing the support agent to edit the Account, while still enforcing the Public Read Only OWD?

- A. The support agent should add themselves to the customer's Account team to grant Edit permissions.
- B. The customer success manager should change the owner of the Account to the support agent.
- **C. The customer success manager should include the support agent on the default Account team with Edit permissions.**
- D. The support agent should contact the customer success manager to update the Account.

Answer: C

NEW QUESTION # 126

Cloud Kicks (CK) wants to implement sharing rules. Which three considerations should the consultant explain to CK?
Choose 3 answers

- **A. Organization-wide defaults must be Public Read Only or Private to create sharing rules.**
- **B. CK can expand access beyond the organization-wide default levels with sharing rules.**
- C. Sharing rules apply only to new records that meet the definition of the source data set.
- **D. When multiple sharing rules are assigned, the user is assigned the least restrictive access.**
- E. When a sharing rule is deleted, the sharing access created by that rule must be manually removed.

Answer: A,B,D

Explanation:

When implementing sharing rules, the consultant should explain the following considerations to CK:

CK can expand access beyond the organization-wide default levels with sharing rules. Sharing rules are used to grant additional access to records based on record ownership, criteria, or territory.

Organization-wide defaults must be Public Read Only or Private to create sharing rules. Sharing rules cannot be created for objects with Public Read/Write or Public Read/Write/Transfer organization-wide defaults.

When multiple sharing rules are assigned, the user is assigned the least restrictive access. For example, if one sharing rule grants Read-Only access and another sharing rule grants Read/Write access to the same record, the user will have Read/Write access.

NEW QUESTION # 127

Universal Containers is realigning sales territories and needs to update ownership across its 400,000 accounts. The organization-wide default for Accounts is Private.

Which two factors should the consultant consider when updating the sales territories and Account owners?
Choose 2 answers

- **A. The data update will cause sharing recalculations and should be completed during off-peak hours.**

- B. The organization-wide default should be set to Public before the update can be performed.
- C. The team can defer sharing calculations to decrease the risk of lock errors during the data update.
- D. The Salesforce Platform can update up to 200 accounts at a time.

Answer: A,C

Explanation:

* The data update will cause sharing recalculations and should be completed during off-peak hours and the team can defer sharing calculations to decrease the risk of lock errors during the data update are two factors that should be considered when updating the sales territories and Account owners for 400,000 accounts with Private organization-wide defaults. Sharing recalculations are processes that update record access based on changes to sharing settings or ownership. Off-peak hours are times when there is less user activity or system load on Salesforce. Deferring sharing calculations is an option that allows users to postpone or schedule sharing recalculations for later times instead of running them immediately. Lock errors are errors that occur when two or more processes try to access or modify the same record at the same time.

* By considering these two factors, Universal Containers can ensure that the data update is performed efficiently and effectively without affecting user experience or data integrity. By completing the data update during off-peak hours, Universal Containers can avoid impacting user performance or availability during peak hours when there is more user activity or system load on Salesforce. By deferring sharing calculations, Universal Containers can reduce the risk of lock errors during the data update by running them at a later time when there is less concurrent access or modification of records.

NEW QUESTION # 128

Cloud Kicks has hired a consultant to help with its quoting process. The consultant has determined that some quote custom fields should be viewed from the Opportunity.

What should a consultant consider when implementing the custom fields?

- A. Related Opportunity Line Items remain when a synched Quote Line Item is deleted.
- B. Opportunity fields are inaccessible when configuring a Quote Template.
- C. Only standard fields on the Quote object sync to the Opportunity.
- D. Related Quote Items on all Quotes are impacted when an Opportunity Line Item is deleted.

Answer: A

Explanation:

Explanation

When a quote is synced with an opportunity, any changes made to the quote line items are reflected in the opportunity line items, and vice versa. However, if a synced quote line item is deleted, the related opportunity line item remains unchanged. This means that the consultant should consider how to handle the discrepancy between the quote and the opportunity when implementing the custom fields.

NEW QUESTION # 129

Which three considerations should be addressed when implementing Advanced Currency Management?

(Choose three.)

- A. The converted amount of an opportunity uses dated exchange rates based on the close date of the opportunity.
- B. Advanced Currency Management can be enabled or disabled in the organization under the company profile, if needed.
- C. Currency roll-up summary fields from opportunity products to an opportunity use the dated exchange rate.
- D. Currency roll-up summary fields from opportunities to an account use the static conversion rate.
- E. Advanced Currency Management dated exchange rate are automatically updates in a monthly basis.

Answer: A,B,C

NEW QUESTION # 130

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