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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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Passing the Salesforce CRT-251 Exam is a significant achievement for sales professionals who want to advance their careers in the Salesforce ecosystem. It not only validates their knowledge and skills in implementing and managing Sales Cloud solutions but also opens up new career opportunities. With the ever-increasing demand for Salesforce experts, having a CRT-251 certification can help professionals stand out in a crowded job market and increase their earning potential.

Salesforce CRT-251 certification exam is a valuable credential for professionals who are interested in demonstrating their expertise in Sales Cloud. Successful candidates will have the knowledge and skills necessary to design and implement solutions that meet the specific needs of their clients, as well as the ability to provide valuable insights and recommendations to their organizations. With the right preparation and dedication, candidates can achieve this certification and take their careers to the next level.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q27-Q32):

NEW QUESTION # 27

Sales representatives and partners of Northern Trail Outfitters (NTO) constantly complain about the poor quality of lead data. Leads are owned by the Vice President of Marketing, who has established a task force and a project to remedy the situation. Which approach should the task force consider to improve and maintain the quality of lead data? Choose 2 answers

- A. Use Data.com to clean the existing lead data and new data going forward.
- B. Use tools like the Lead Import wizard to identify and remove duplicates.
- C. Create a workflow notification when leads are created with poor Quality data.
- D. Import the lead data using the Find Duplicates wizard on the lead object.

Answer: A,B

NEW QUESTION # 28

The sales department at cloud kicks is growing quickly. New sales executives should prioritize interacting with existing contacts who are decision makers and influencers to further the business relationship. Which solution should the consultant recommend?

- A. Use Contact roles on the Opportunity object.

Answer: A

NEW QUESTION # 29

Cloud Kicks wants to know how many closed won Opportunities a Campaign has generated over the last 30 days. Which two steps should the consultant take to meet this requirement using standard functionality? Choose 2 answers

- A. Add child Campaigns of the primary Campaign source automatically.
- B. Add criteria to the auto-association settings to limit the matches to the past 30 days.
- C. Ask the admin to enable Customizable Campaign Influence.
- D. Define rules for Campaigns to add Opportunities and then lock after 30 days.

Answer: B,C

NEW QUESTION # 30

The Cloud Kicks IT team wants to enable person Accounts in its Salesforce org. Which three prerequisites must be met before the Consultant can enable person Accounts? Choose 3 answers

- A. User profiles with read access to Accounts also have read access to Contacts.
- B. The Organization-wide Default for both Accounts and Contacts have been set to Public Read/Write.
- C. The Organization-wide Default for Contacts has been set to Controlled by Parent.

- D. At least one record type has been created for Accounts.
- E. The Cloud Kicks Salesforce Community has been disabled to allow person Account self-registration in the future.

Answer: A,C,D

NEW QUESTION # 31

Which two use cases will protect the integrity of order data with activation limitations? Choose 2 answers

- A. Orders can be activated only if they include a product.
- B. New Products can be added to Active Orders.
- C. Products can be removed from Active Reduction Orders.
- D. Multiple reduction orders can be created for a single order.

Answer: A,D

NEW QUESTION # 32

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