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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 Certification Exam is an excellent way for professionals to demonstrate their expertise in Salesforce Sales Cloud implementation, design, and administration. It is a widely recognized certification that can help boost a professional's career in the Salesforce ecosystem and increase their earning potential. With thorough preparation and hands-on experience, candidates can successfully pass the exam and earn the coveted Salesforce Certified Sales Cloud Consultant designation.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q41-Q46):

NEW QUESTION # 41

A consultant received feedback that various sales teams are providing inconsistent updates to leadership about the progress of deals. What should the consultant recommend for aligning processes and providing more reliable information about the pipeline to leadership?

- A. Enable Sales Forecasting.
- B. Create a Sales Engagement report.
- C. Customize Sales Path.

Answer: A

Explanation:

Sales Forecasting in Salesforce is designed to provide sales teams and leadership with a clear, consistent, and reliable view of the sales pipeline. By enabling Sales Forecasting, organizations can align their sales processes, ensuring that sales reps follow a standard methodology for updating deal progress. This helps in generating accurate forecasts based on the data entered by the sales team. Sales Forecasting also offers detailed insights into expected revenue, deal stages, and close dates, which are crucial for leadership to assess pipeline health and make informed decisions. It allows sales managers to regularly review and adjust forecasts based on real-time data, ensuring that leadership has up-to-date and consistent information about the sales pipeline.

For more on setting up and managing Sales Forecasting, refer to the Salesforce documentation: [Salesforce Forecasting Overview](#).

NEW QUESTION # 42

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to sales cloud.

Which solution should the consultant recommend?

- A. Data Import Wizard
- B. Batch Apex
- C. Data Loader
- D. Third-party tool

Answer: D

Explanation:

Using a third-party tool is the best solution for migrating large volumes of data from a legacy CRM application to Salesforce. A third-party tool is a software application that connects to both systems and provides features such as data mapping, transformation, validation, deduplication, and error handling.

Some examples of third-party tools are Informatica Cloud, Jitterbit Data Loader, or Talend Open Studio.

NEW QUESTION # 43

Cloud Kicks has sales teams distributed across global regions. The direction from sales leadership is to define access to dashboards based on region. For example, users within the region have access to regional dashboards, while the leadership team has access to global dashboards.

What should the Consultant recommend to meet this requirement?

- A. Create one Dashboard folder for all regions' sales team and one Dashboard folder for the leadership team.
- B. Create Dashboard folders for each regional sales team and one Dashboard folder for the leadership team.
- C. Create region-based sales groups, one leadership group, and one Dashboard folder with View access.
- D. Create one Dashboard folder for all regions for both sales and the leadership team with View access.

Answer: C

Explanation:
Explanation

NEW QUESTION # 44

Which two chart types should be used to display summary values from two different levels of grouping in a report? (Choose two.)

- **A. Donut chart**
- B. Stacked bar chart
- C. Grouped line chart
- **D. Funnel chart**

Answer: A,D

NEW QUESTION # 45

The consultant at Cloud Kicks has successfully implemented Einstein Lead Scoring. The VP of sales wants to see the effectiveness of this new functionality.

What should the consultant do to fulfill this request?

- **A. Add a standard dashboard for Sales Cloud Einstein.**
- B. Create a custom report type for Sales Cloud Einstein records.
- C. Add the Einstein prediction column to the forecast list view.

Answer: A

NEW QUESTION # 46

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