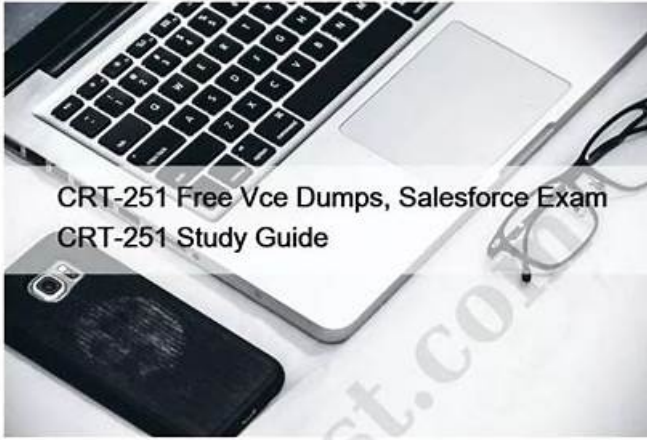


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Salesforce CRT-251, also known as the Salesforce Certified Sales Cloud Consultant certification exam, is designed to recognize individuals who possess the knowledge and skills necessary to consult on Salesforce Sales Cloud solutions. Salesforce Certified 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 CRT-251 (Salesforce Certified Sales Cloud Consultant) Exam is a certification exam designed for professionals who are seeking to validate their expertise in the Sales Cloud. CRT-251 exam measures a candidate's knowledge and skills in areas such as sales process design, implementation, and management, sales forecasting, lead management, and opportunity management. Salesforce Certified Sales Cloud Consultant certification is intended for individuals who have experience working with the Sales Cloud and are capable of implementing solutions that maximize its potential and drive business growth.

Salesforce CRT-251 Exam consists of 60 multiple-choice questions, and candidates have 105 minutes to complete it. CRT-251 exam is administered by Salesforce and can be taken at any of their authorized testing centers or online. To be eligible for the exam, candidates must have a minimum of six months of experience working with Salesforce Sales Cloud and a deep understanding of the platform's features and functionalities. Additionally, candidates must have completed the Salesforce Certified Administrator or Salesforce Certified Advanced Administrator exam.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q55-Q60):

NEW QUESTION # 55

Access to Opportunities at Cloud Kicks should be restricted.

Sales users should only have access to two categories of Opportunities:

- * Opportunities they own

- * Opportunities that are tied to accounts they own

Which action should a consultant take to meet the requirement?

- A. Set organization-wide defaults for Accounts and Opportunities to Public Read- Only.
- B. Set organization-wide defaults for Accounts and Opportunities to Private.
- C. Set Opportunity access on the role to View All Opportunities associated with the owner's accounts.

Answer: C

Explanation:

To restrict access to opportunities such that sales users can only access:

Opportunities they own

Opportunities tied to accounts they own

The consultant should set the Opportunity access on the role hierarchy to "View All Opportunities associated with the accounts they own." Key Points:

Organization-Wide Defaults (OWD): Setting OWD for Accounts and Opportunities to Private ensures that users cannot access records they don't own unless granted through sharing rules or role hierarchy.

Role Hierarchy Settings: Adjusting the role hierarchy allows users to access opportunities associated with accounts they own, even if they don't own the opportunity records themselves.

Opportunity Access on Roles:

Navigate to Setup > Roles.

Edit the relevant sales roles.

In the "Opportunity Access" section, select "Users in this role can view all opportunities associated with accounts they own."

Controlled Access: This configuration ensures that users see only the opportunities they own and those tied to their accounts, aligning with the requirement.

Salesforce Sales Cloud Reference:

Role Hierarchy and Sharing Settings: Set Your Organization-Wide Sharing Defaults Opportunity Access via Roles: Define Access to Opportunities Grant Access Using Hierarchies: Roles and Internal Access Why Options A and B are Incorrect:

Option A: While setting OWD to Private is necessary, it doesn't by itself grant access to opportunities tied to accounts the user owns.

Option B: Setting OWD to Public Read-Only would allow users to see all accounts and opportunities, which contradicts the requirement to restrict access.

By setting Opportunity access on the role to view all opportunities associated with the owner's accounts, Cloud Kicks ensures that sales users have appropriate access, fulfilling the specified access requirements.

NEW QUESTION # 56

A large company is about to undertake its Initial Sales Cloud implementation. Different people will create features in multiple sandboxes. The consultant has recommended using change sets to move customizations to the full copy sandbox for testing and then move them to production for release. Which two approaches should the consultant recommend to help migrate the customizations from the full copy sandbox to production?

Choose 2 answers

- A. Leverage cloud-based Git version control to deploy changes
- B. Track manual changes in a spreadsheet
- C. Utilize change set tool dependency management
- D. Use Salesforce DX with visual studio to deploy changes.

Answer: A,D

NEW QUESTION # 57

Which two benefits are realized when using Lightning Email Content Delivery instead of sending attachment outside of Salesforce? (Choose two.)

- A. View the amount of times the file has been downloaded.
- B. Documents are stored in Salesforce Files.
- C. Ability to remove permissions to view/download.
- D. Create password-protected documents.

Answer: A,D

Explanation:

Explanation/Reference:

Reference: https://help.salesforce.com/articleView?id=content_delivery_about.htm&type=5

NEW QUESTION # 58

A consultant is preparing to release an updated version of a sales process they have been working on for an existing Sales Cloud client.

Which action should the consultant take first to ensure a smooth rollout for the sales team?

- A. Implement a program to incentivize users and publicly reward early adopters to motivate others and create a sense of competition within the sales team.
- B. Conduct a series of informational sessions with the sales team to explain the benefits of the new sales process and address common questions in an online FAQ.
- C. Create a plan for implementation, drive awareness with the sales team, design training and coaching programs, update and document workflows, and measure success.

Answer: C

Explanation:

To ensure a smooth rollout of an updated sales process, Salesforce best practices recommend a structured approach that includes planning, awareness, training, and continuous measurement. This option emphasizes a comprehensive strategy that covers all aspects necessary for successful change management. Starting with a detailed implementation plan, followed by creating awareness, designing relevant training and coaching programs, updating workflows, and establishing metrics for success, this approach addresses the holistic needs of the sales team. It helps in minimizing resistance to change and ensures the new process is effectively adopted.

More details can be found in Salesforce's Change Management Documentation for implementation best practices.

NEW QUESTION # 59

The admin at Cloud Kicks recently implemented Sales Cloud and needs to understand the adoption of Lightning Sales Console. What should a consultant recommend to analyze adoption?

- Answer: B**

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