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## Salesforce CRT-251 Practice Questions

### 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 intended for experienced sales cloud consultants who have a deep understanding of Salesforce Sales Cloud functionality and are proficient in creating sales solutions that meet the unique needs of each client. CRT-251 exam covers various topics, including sales processes, data management, reporting, and forecasting. Candidates are required to have practical experience in implementing sales cloud solutions and should be able to analyze client requirements and design customized solutions accordingly.

Salesforce CRT-251 Certification Exam is a great way for professionals to demonstrate their proficiency in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification is designed to test the candidate's knowledge and skills in various areas such as sales process design, implementation, and optimization. Salesforce Certified Sales Cloud Consultant certification exam also assesses the candidate's ability to configure and manage Salesforce Sales Cloud features such as lead management, opportunity management, and forecasting.

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Salesforce CRT-251 (Salesforce Certified Sales Cloud Consultant) Exam is a certification exam designed for individuals who have expertise in the sales cloud platform of Salesforce. CRT-251 exam is intended for sales cloud consultants, sales managers, and sales professionals who want to demonstrate their knowledge and skills in implementing and managing Salesforce Sales Cloud solutions. Passing CRT-251 Exam is a significant achievement as it validates an individual's ability to design and implement solutions that can improve sales productivity, increase customer satisfaction, and drive business growth.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q165-Q170):

#### NEW QUESTION # 165

Cloud Kicks (CK) frequently has multiple sales reps who collaborate on an opportunity. CK needs Salesforce to allocate credit to each sales rep to track against a sales quota.

Which Salesforce feature should the consultant use to meet this requirement?

- A. Sales Analytics
- B. Custom Metadata
- C. Collaborative Forecasting
- D. Opportunity Splits

**Answer: D**

Explanation:

Explanation

Opportunity Splits is a Salesforce feature that allows users to allocate credit to multiple sales reps who collaborate on an opportunity. Users can define different types of splits, such as revenue splits or overlay splits, and assign percentages or amounts to each team member. Opportunity Splits can help track individual and team performance against sales quotas and goals. Verified

References: [Opportunity Splits]

#### NEW QUESTION # 166

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. Multiple reduction orders can be created for a single order.
- C. New Products can be added to Active Orders.
- D. Products can be removed from Active Reduction Orders.

**Answer: A,B**

#### NEW QUESTION # 167

Universal Containers (UC) has Account and Contact data it wants to migrate to Sales Cloud. The data comes from several sources and the data quality is unknown. The consultant wants to assess the entire data set for quality prior to loading it to production without impacting UC's current operations. The consultant recommends using a Full Copy sandbox as an initial step.

Which Sales Cloud feature should the consultant use to support this approach?

- A. Import Wizard
- B. External IDs
- C. Duplicate Jobs

**Answer: C**

Explanation:

When migrating data to Sales Cloud, especially from various sources with potentially unknown data quality, Duplicate Jobs are useful for assessing and managing duplicates within Salesforce. Duplicate Jobs allow consultants to identify duplicate records across the data set before loading it into production.

Using Duplicate Jobs for Data Quality Assessment: Duplicate Jobs can run against imported data in a sandbox environment to identify and report potential duplicate records, allowing for cleansing and merging as necessary.

Ensuring Clean Data Migration: This method enables data assessment and cleanup without impacting the live system, which is essential for maintaining operations while ensuring data quality.

Option A (Import Wizard) is more suited for small-scale imports, and Option C (External IDs) are mainly for data relationships rather than quality assessment. Salesforce's Duplicate Management documentation provides more insights on using Duplicate Jobs for data quality checks.

#### NEW QUESTION # 168

How can an Administrator allow all internal users to view a dashboard as a Sales Manager within a sale region?

- A. Create a dashboard to run as the logged-in user.
- **B. Create a dashboard to run as a specified user.**
- C. Create a dashboard for all opportunities in the region.
- D. Create a dashboard with multiple components.

**Answer: B**

#### NEW QUESTION # 169

Cloud Kicks has purchased a list of prospects and wants sales representatives to begin to contact and measure the Return On Investment (ROI) of the people in the purchased list.

Which solution should the Consultant recommend?

- **A. Create a campaign for this list, import the list as leads, and add them to the campaign.**
- B. Import the list as new leads and update the lead source to "Purchased Lead."
- C. Import the list as new leads using the import wizard.
- D. Create a new custom object for purchased leads.

**Answer: A**

#### NEW QUESTION # 170

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