[Jun-2023 Newly Released CRT-251 Dumps for Salesforce Sales Cloud Consultant Certified [Q11-Q26

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Updated Verified CRT-251 dumps Q&As - 100% Pass

To prepare for the Salesforce CRT-251 exam, candidates should have a solid understanding of Salesforce Sales Cloud and its various components. They should also have experience implementing and managing sales processes, as well as strong analytical and communication skills. The exam consists of 60 multiple-choice questions and candidates have 105 minutes to complete it. A passing score of 63% is required to earn the Salesforce Certified Sales Cloud Consultant certification. Obtaining this certification demonstrates a high level of expertise in sales cloud implementation and management, which can be highly valuable in a variety of industries and job roles.

Q11. Northern Trail Outfitters (NTO) has a large sales department that is dispersed worldwide. Sales managers want greater visibility into the opportunities in progress with their respective teams and would like to receive email notifications when key opportunity fields are changed (e.g., amount or sales stage). However, individuals would like to control the frequency of their email notifications. Which solution should a consultant recommend for this scenario?
* Configure the opportunity teams for opportunities so that only interested sales users are receiving notifications.

* Configure Chatter and its related notification settings to provide relevant updates to interested sales managers.
* Define a workflow rule and email task that is triggered when key fields are updated to new values.
* Configure the individual Salesforce for Outlook email settings to control notification frequency.

Q12. The sales team at Cloud Kicks has been late meeting deadlines on a specific project and has missed multiple project meetings.

What should the consultant recommend to the project manager?
* Revisit the communication plan and set up more frequent touch points with the customer.
* Setup a requirements workshop and get sign-off.
* Write a solution design and get sign-off so the build phase can start.
* Ask what the customer would like the solution to be and demo it to them at the end of the build phase.

Q13. The Marketing Director at Cloud Kicks has requested that a form be added to the company website to capture new lead contact information and the Primary Product they are interested in. Once submitted, a lead should receive an email tailored to the Primary Product they selected. The lead record should also be assigned to the correct owner for that Primary Product. Which three steps are required to create an efficient solution? Choose 3 answers
* Leverage a Lightning Component that collects the information and routes it
* Create a lead owner field on the product record to use for assignment.
* Create a Visualforce page that includes both standard and custom fields.
* Configure lead assignment rules to route leads to the correct owner.
* Create email templates for each Primary Product with corresponding email response rules.
* Generate a web-to-lead form that includes both standard and custom fields.

Q14. A consultant is implementing a new Sales Cloud instance for Cloud Kicks (CK) that has a public sharing model for Accounts. Different sales reps own local Accounts that create a multi-level Account Hierarchy. CK needs to see the total number of closed won opportunities and the revenue value for all Accounts in the hierarchy when viewing 2 Parent Account.

Which recommendation meets this requirement?
* Configure an after-save flow to update a custom field on the parent Account with the total value of opportunities from the child Accounts.
* Create a Roll-Up Summary field on the parent Account with the total value of won Opportunities from the child Accounts
* Create a workflow rule to update the custom field on the parent Account with the total value of won Opportunities from the child Accounts
* Use the View Account Hierarchy option and include a custom Roll-Up Summary field with the total value of won Opportunities in the displayed columns.

Q15. Sometimes, sales reps need to create contacts without accounts based on business processes.

What should the consultant take into consideration about these contacts?
* Contacts without accounts need to be shared through sharing rules
* Contacts without accounts are shared through the Role Hierarchy.
* Contacts without accounts are private and only the owner and admin can view them.
* Contacts without accounts need to be manually shared.

Q16. What is a valid organization-wide default option for the Account object?
* No Access
* Public Read/Write/Delete
* Public Read/Write/Transfer
* Private

Q17. Cloud Kicks (CK) acquired a company. The VP of technology wants to migrate all the sales data into CK’s Salesforce instance.

Which data migration sequence should the consultant recommend for the objects?
* Accounts, Contacts, Opportunities, Products, Product Line Items, Cases, Leads, Campaigns

Q18. Northern Trail Outfitters (NTO) has configured a private sharing model for the following * Accounts * Opportunities. As part of NTO’s sales strategy, each sales representative collaborates with the same set of Individuals for each opportunity. How should sales representatives be given appropriate access to an opportunity?
* Enable opportunity team selling and have each sales representative configure his or her default opportunity team.
* Create a public group for each team and have the sales representatives manually share the opportunity with their respective group.
* Enable Chatter and configure a customer Chatter group for the opportunity to allow collaboration on ideas.
* Create a trigger for each sales representative that would automatically share the opportunity with his or her default opportunity team.

Q19. Cloud Kicks wants to measure the impact of its recent Sales Cloud implementation upon completion.

How should a consultant meet the requirement?
* Provide a customer satisfaction survey.
* Demonstrate new functionality.
* Establish KPIs.
* Evaluate user adoption.

Q20. Northern Trail Outfitters (NTO) wishes to track relationships between its customers. For example, some customers are suppliers for other customers. What should a consultant recommend to track multiple customer relations?
* Add the related company to the first company’s account team, with supplier as the role.
* Add the related company to the first company’s custom supplier lookup field as a value.
* Add the related company to the first company’s partner related list, with supplier as a value.
* Add the related company to the first company’s contact roles related list, with supplier as a value.

Q21. What are two capabilities of Data Loader? Choose two answers.
* Ability to extract organization and configuration data.
* Ability to prevent importing duplicate records.
* Ability to export field history data
* Ability to run one-time or scheduled data loads

Q22. Universal Containers has a marketing team set up as a public group. A sales representative would like to engage the marketing team on one opportunity.

What should the sales representative do to ensure the marketing team can access the opportunity?
* Add the public group to an opportunity queue.
* Change the opportunity owner to the public group.
* Add the public group to the opportunity team.
* Manually share the record with the public group.

Q23. Sales stages are shared between sales methodologies at Cloud Kicks; however, there are three product lines with unique sales methodologies. A few sales stages overlap between the threE. Which three components should be configured to support this? Choose 3 answers
* Three sales processes
* Three record types

* Three page layouts
* One set of opportunity stages
* Three sets of opportunity stages
* One hybrid sales process

Q24. A sales manager wants a report that reflects all activities in the manager’s accounts, including contacts and opportunities. Which report should the sales manager use?
* Activities report on accounts and opportunities the manager owns
* Activities report on accounts, contacts and opportunities the manager own
* Activities report on accounts the manager owns
* Activities report on accounts and contacts the manager owns

Q25. Each year, representatives from Universal Containers attend two major industry conferences that Generate a large volume of leads. A few months after leads have been converted to opportunities, the team wants to determine the return on Investment (ROI) for each industry conference.

Which solution should the consultant recommend?
* Create the Campaigns related list on the Lead page layout, and associate new leads with a Campaign.
* Create a mufti-select picklist, and ask representatives to select which conference (s) influence the lead.
* Create industry events as Campaigns, add leads as Campaign Members, and utilize Customizable Campaign influence.
* Create a Slack channel for each industry conference and mention this channel on all new leads.

Q26. Joe is the record owner of a Lead. A Lead sharing rule has been defined so that leads owned by Joe are shared with public group called ‘Joe’s Team’. When the Lead is converted to an Account, Contact, and Opportunity, who will have access to these records assuming that a private sharing model in place on these objects and there are no sharing rules defined for these objects?
* Joe, all members of the public group, Joe’s Team, and anyone above any group member in the role hierarchy will be able to access the three records.
* Joe and anyone above him in the role hierarchy will be able to access the three records
* Joe, all members of the public group, and Joe’s Team will be able to access the three records
* Joe will be the only person who will be able to access the Account, Contact, and opportunity records.

The Salesforce CRT-251 certification exam is designed for professionals who want to demonstrate their expertise in sales cloud consulting. This certification is ideal for individuals who have experience working with sales cloud solutions and are looking to take their skills to the next level. The exam is designed to test a candidate's knowledge and understanding of sales cloud best practices, as well as their ability to design and implement effective sales strategies using Salesforce.

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