[Q101-Q122 100% Guaranteed Results CRT-251 Unlimited 457 Questions [2022
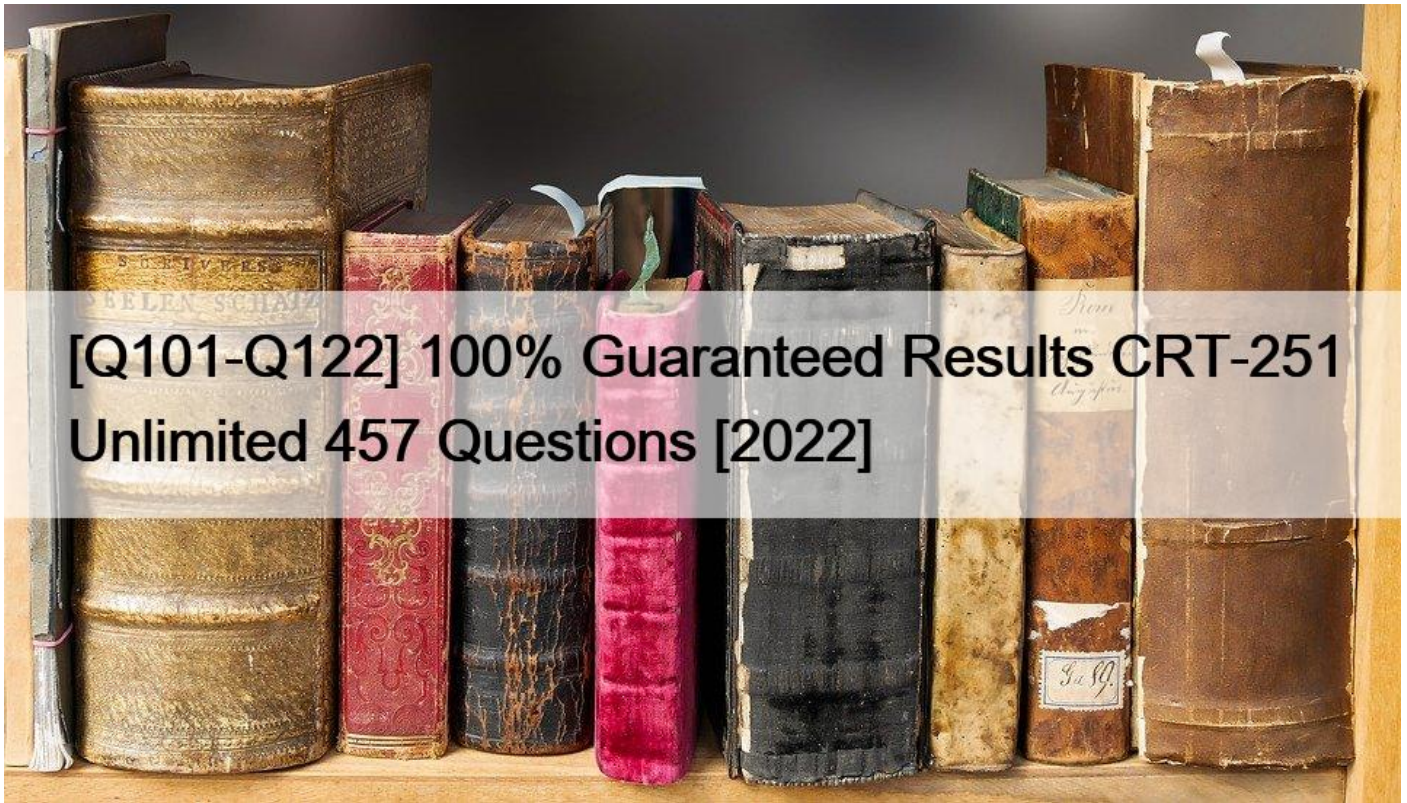

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Difficulty in writing SALESFORCE CRT-251 Exam

It is one of the toughest exam and it requires you a lot of hands-on experience. It is advisable to have prior knowledge of Cloud Solution Sales on SALESFORCE. The more experience you have, the more it is beneficial for you, Major challenging things which you can find in exam is about different scenario based questions, you must have strong understanding of Sales Techniques, Cloud Solutions, Cloud Services & Data Analytics. Candidates having thorough study and hands-on practice can help you to get prepare for this exam. It is all up to your decision we mean to say a source which you used for **CRT-251 exam** preparation it may be a book or an online source which offered you CRT-251. In these days people mostly prefer to buy their study material from an online platform and there are many online websites who are offering SALESFORCE CRT-251 Exam test questions but they are not verified by experts. So, you have to choose a platform which gives you the best & authentic **SALESFORCE CRT-251 practice test** paper & SALESFORCE **CRT-251 exam dumps** and i.e. only you can have it at Test4Engine because all their exams are verified by the Subject Matter Expert.

Overview about SALESFORCE CRT-251 Exam - Passing Score: 68%- Registration Fee: 200 USD- Format: Multiple
        choice, multiple answer- Length of Examination: 105 minutes- Retake Fee : 100 USD

Benefits of having SALESFORCE CRT-251 Certifications

SALESFORCE CRT-251 certification will not only help you learn some new skills, it can position you for a higher paying job or help you transform your current role into a Cloud Solution Sales & Analytics professional. Get prepared to take this exam and

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Q101. Northern Trail Outfitters has organization-wide defaults set to private. Sales representatives own the accounts and want to collaborate with relevant people from other departments (E. g. marketing and finance).

Collaborating team members must be able to access and report on relevant dat a. Which two solutions should be recommended?
* Use Opportunity team to share records to relevant people
* Use manual sharing on account to share specific record.
* Use Chatter to share records with relevant people
* Use account team to share records with relevant people

Q102. Cloud Kicks (CK) has an external enterprise resource planning (ERP) system that stores product order information. CK wants to view those orders as a related list on the account record in real time.

Which best practice should the consultant recommend?
* Implement Salesforce Connect and an external object to get real-time product order information, and add the external object as a related fist on the Account.
* Create a Lightning component, and get the real-time product order information from ERP using REST integration.
* Create external object product onto” information in Salesforce, run a nightly batch to get details from ERP, and add the external object as a related fist on the Account.
* Implement Salesforce-to-Salesforce to get real-time product order information, and add it as a related list on the Account.

Q103. Northern Trail Outfitters has a lead qualification team that does the following: * Qualifies opportunities * Converts lead into opportunities During lead conversion, the new opportunity must be assigned to the account owner. What should be created in order to meet this requirement?
* A workflow on the opportunity
* An assignment rule on the account
* A trigger on the opportunity
* An assignment rule on the opportunity

Q104. A consultant is recommending Salesforce Console for Sales to Northern Trail Outfitters to improve sales productivity in inside sales. Which two use cases support this recommendation? Choose 2 answers
* Need to view the caller ID on screen and quickly make calls with one click
* Need to add notes quickly while talking to the client
* Need to chat with customers in real time with Chatter
* Need to prioritize search results for contacts and opportunities

Q105. Universal Containers is analyzing data to identify gaps and wants to know which Accounts with open Opportunities are missing Contacts.

Which feature should a consultant recommend building this report?
* Custom report type
* Joined report
* Custom filter
* Cross filter

Q106. Cloud Kicks has a complicated sales process and is currently using 12 stages for Opportunities. Sales representatives often

have difficulties deciding when to move Opportunities through the various stages.

Which solution should the Consultant recommend?
* Configure a dashboard that shows Opportunities that have not moved stages for 30 days, and provide training to those Opportunity owners.
* Use Path to provide guidance for key Opportunity stages.
* Advise sales representatives to post on Chatter so the sales team can collaborate to move Opportunities along the pipeline quicker.
* Use Process Builder to send emails to sales representatives when Opportunities reach key stages, providing detailed information on what they need to do to move the Opportunities to the next stage(s).

Q107. Northern Trail Outfitters (NTO) is planning to implement salesforce sales cloud to support its professional services division. The NTO sales team wants to easily see customer purchasing activity on account, contact, and contract detail pages. What should a consultant recommend to meet this requirement?
* Create a global publisher action to view all customer purchasing activity
* Enable the orders object in salesforce to track customer purchases
* Enable salesforce console for sales to see customer purchasing activity
* Create a custom object related to the account, contact and contact objects.

Q108. Cloud Kicks wants to improve its Return On investment (ROI) by creating intelligent processes built on trusted, targeted dat a. What are two justifications for using third-party data enrichment tools? Choose 2 answers
* To monitor customers’ and prospects’ NPS score with their customers
* To create customer segment with personas and scoring
* To survey prospects on post-purchase of competitors’ products
* To enrich customer data signaling intent to purchase

Q109. Which two chart types should be used to display summary values from two different levels of grouping in a report? (Choose two.)
* Donut chart
* Funnel chart
* Stacked bar chart
* Grouped line chart

Q110. Universal Containers uses a custom object named “Analysis”, which is the child in a master-detail relationship with the Opportunity object. Sales teams use this object to create requests for supporting research. Sales teams use the Salesforce Mobile App and want to easily create new Analysis records from their phones.

What should a consultant recommend to meet this requirement?
* Create a custom object tab.
* Create an Action.
* Create a Visualforce page.
* Create a related list button.

Q111. Cloud Kicks wants to utilize Opportunities to report and track subscription to its “Shoe of the Month” club.

Subscribers can pay in full (all at one time), weekly, monthly, or quarterly.

Which solution should the Consultant recommend to meet Cloud Kicks’ needs?
* Enable schedules on the Opportunity object.
* Enable schedules on the Product object.
* Configure the use of contracts with a lookup to the Opportunity object.

* Configure the use of assets with a lookup to the Opportunity object.

Q112. At Cloud Kicks (CK), each sales rep is assigned a sales ops specialist and a sales engineer. CK wants to ensure that the assigned sales ops specialist and sales engineer have access to the correct Accounts. The organization wide defaults (OWO) for Contact are set to ‘Controlled by Parent’, Which solution should the consultant recommend to meet this requirement?
* Use Apex Managed Sharing to automatically share any new Contacts.
* Set up Account Teams with defaults for each sales rep.
* Change the Contact OWD to Private and create sharing rules to grant visibility.
* Add the Sharing button to the page layout so sales reps can share Contacts as needed.

Q113. Northern Trail Outfitters (NTO) requires credit checks for all opportunities greater than $50,000. The credit management team members are all salesforce users. What should a consultant recommend to notify the credit manager that an opportunity needs a credit check?
* Use workflow to send an email to the credit manager profile.
* Use an Apex trigger to create a task for the credit manager user.
* Use a validation rule to send an email to the credit manager role.
* Use workflow to assign a task to the credit manager user.

Q114. Cloud Kicks has enabled the Einstein Lead Scoring feature and rolled out Sales Cloud Einstein to ptkst users. The pilot users are unable to view the Lead Score field on me Lead record page.

Which two steps should the consultant take to fix this issue?

Choose 2 answers
* Add the Lead Score field to the Lead List View.
* Add the Lead Score field to the Lead Page layout.
* Assign the Einstein Lead Scoring permission set.
* Assign the Sales Cloud Einstein permission set.

Q115. Cloud Kicks needs to associate some Contacts with many Accounts. Which solution should a consultant recommend meeting this requirement?
* Use the Contact roles related list on Accounts.
* Add a custom Account lookup field on the Contact.
* Use the Contact to Multiple Accounts feature.
* Add Contact to the partners related list on other Accounts.

Q116. Universal Containers wants to implement a website for a new product launch. The site should be publicly available, allow visitors to submit requests for information, and be managed by the non-technical marketing team.

Which solution should the consultant recommend?
* Lightning Platform
* Salesforce Mobile Sites
* Lightning Components
* Customer Community
Explanation

Q117. Northern Trail Outfitters (NTO) decided to start using salesforce for all its sales automation its current sales database has about 50 million records. These records were all migrated into the database from other legacy systems. After migration to salesforce NTO wants to be able to search and cross reference records with the original source system. What should a consultant recommend to

meet the requirement?

* Use the standard external Id field and map this to the original record Id value
* Use a custom field named external Id and map this to the current record Id Value
* Use a custom external Id field and map this to the original record id value
* Use the standard external Id field and map this to the current record Id Value

Q118. Cloud Kicks wants to be able to forecast revenue on a quarterly basis. Which date field should the Consultant recommend to ensure accurate forecasting?

* The converted date on the Lead
* The created date on the Opportunity
* The close date on the Opportunity
* The last modified date on the Opportunity

Q119. Cloud Kicks requires its sales reps to 90 through an internal certification process on myTrallhead before they add specific groups of Products to Opportunities.

Which two solutions should be used to validate that sales reps have completed the myTrailhead badge?

Choose 2 answers

* Use a validation rule on Opportunity Products to prevent a sales rep from adding Products marked as requiring the myTrailhead badge if the rep has yet to complete the badge.
* Use a Process Builder process on Products marked as requiring the myTrallhead badge to automatically share the Products with sales reps who have completed the badge.
* Use a validation rule on Products marked as requiring the myTrailhead badge to prevent those Products from being added to an Opportunity.
* Use a separate once book for the Products requiring the myTrailhead badge and only share the once book with sales reps who have completed the badge-

Q120. Cloud Kicks recently released a custom Action for Competitor Notes, that will prompt sales representatives to provide information about competitors for Opportunities. The sales representatives reported that even though the Action works well on their desktop, they cannot see the Action on their mobile app. What is required to fix this problem?

* Edit the Page Layout to include the Action
* Edit the Page Layout to include a custom link to the Action
* Edit the Action to make it available for the mobile app
* Edit the Visualforce to make it available for the mobile app.

Q121. A premier customer for Universal Containers needs access to confidential product roadmap information.

Which two steps should a sales representative take to securely send this information using content delivery?

Choose two answers.

* Remove access to content after a specified date.
* Require the customer to enter a password to view the content.
* Require the customer to enter a security token to download the content.
* Require the recipient to log into Salesforce to access the content.

Q122. Universal Containers has a private sharing model and wants the ability to share documents related to an opportunity, such as contracts and proposals, with the field sales team.

How can the documents be shard efficiently and securely?

* The documents should be uploaded to Salesforce Files and shared with the field sales organization.
* The documents should be emailed to the sales team on the opportunity record.
* The documents should be uploaded to Salesforce Files from the opportunity record.
* The documents should be uploaded to a library that is shared with the field sales organization.

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