

## [Q33-Q50 Pass CRT-251 Exam in First Attempt Guaranteed 2023 Dumps!



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CRT-251 Dumps Full Questions - Exam Study Guide

The Salesforce CRT-251 certification exam is a valuable credential for professionals who are interested in demonstrating their expertise in Sales Cloud. Successful candidates will have the knowledge and skills necessary to design and implement solutions that meet the specific needs of their clients, as well as the ability to provide valuable insights and recommendations to their organizations. With the right preparation and dedication, candidates can achieve this certification and take their careers to the next level.

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.

### NEW QUESTION 33

Sales managers at Cloud Kicks need to visualize all open opportunities based on the location of the related Account.

Which solution should a consultant recommend?

- \* Using Tableau CRM, import a data lens with the State and City for all opportunities.
- \* Enable Location Services and add the Account Address field to the Opportunity page layout.
- \* Create a dashboard that uses a report grouping opportunities by Account.
- \* Using Salesforce Maps, configure a Data Layer showing open opportunities.

#### NEW QUESTION 34

A lead sharing rule has been defined so that leads owned by the record owner are shared with the public group called 'Sales Team';

Who will have access to these records, assuming that a private sharing model is in place on these objects and there are no sharing rules defined for those objects, when the lead is converted to an account, contact, and opportunity?

- \* The record owner will be the only person who is able to access the account, contact, and opportunity records.
- \* The record owner, all members of the public group, and a group called 'Sales team'; will be able to access the three records.
- \* The record owner and anyone above the record owner in the role hierarchy will be able to access the three records.
- \* The record owner, all members of the public group, and a group called 'Sales team';, and anyone above any group member in the role hierarchy will be able to access the three records.

#### NEW QUESTION 35

Cloud Kicks' (CK) high-value opportunities are delayed in the approval process because sales managers' approval requests go unnoticed for various reasons. CK wants to streamline the approval process and give sales managers more ways to approve opportunities in a timely manner.

Which two strategies should the consultant recommend to improve the approval process?

Choose 2 answers

- \* Enable approvals by email for the approval process for high-value opportunities.
- \* Allow managers to approve or reject requests via the Approval Requests tab.
- \* Build an automation to approve high-value opportunities.
- \* Create a dashboard of pending approvals and add it to the Chatter feed.

#### NEW QUESTION 36

The sales director at Universal Containers wants to ensure that a custom field on the Lead object is excluded from Einstein Lead Scoring.

How should the consultant meet the requirement?

- \* Exclude the custom field from all page layouts.
- \* Omit the custom field from the scoring model.
- \* Clear the custom field's values on all records.
- \* Make the custom field Read-Only on all profiles.

#### NEW QUESTION 37

Cloud Kicks has hired a consultant to help with its initial Salesforce implementation.

Which three steps should the consultant take to help Cloud Kicks get Salesforce up and running?

Choose 3 answers

- \* Define company vision.
- \* Finalize integrations.
- \* Prioritize goals.
- \* Define KPIs.
- \* Analyze competitors.

### NEW QUESTION 38

Which two process should be recommended to track the campaigns that influence won opportunities? Choose 2 answers

- \* Have the administrator specify a timeframe that limits the time a campaign can influence an opportunity after the campaign first associated date and before the opportunity created date.
- \* Add campaigns to opportunities when the campaign is related to a contact that is assigned a contact role on the opportunity prior to the close date.
- \* Have representatives populate a field on the opportunity record with the dollar amount of the expected revenue from the campaigns that influenced the opportunity.
- \* Automatically add child campaigns of the primary campaign source if the child campaigns have an end date that falls before the opportunity close date.

### NEW QUESTION 39

Cloud Kicks requires sales associates to record all activities within Sales force. Which sales metric can be derived from these activities?

- \* Marketing Influence
- \* Rate of Contact
- \* Close Rate
- \* Forecast Accuracy

### NEW QUESTION 40

Which method should be used to automate repeat opportunities when regular customers are classified as a repeat account type?

- \* Develop an Apex trigger for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed/won stage
- \* Develop an Apex trigger to set an opportunity revenue schedule that automatically sets up a new opportunity for repeat accounts when it reaches closed/won stage
- \* Configure a workflow rule for repeat accounts that inserts a copy of an opportunity for the sales representative when it reaches closed/won stage
- \* Configure a workflow rule for repeat accounts that sends a reminder task to the sales representative to create a new opportunity when it reaches closed/won stage

### NEW QUESTION 41

A consultant needs to migrate data in Sales cloud and is considering using Data Loader. What are two capabilities of the migration tool? Choose 2 answers

- \* Prevent importing duplicate records
- \* Run one-time or schedule data loads

- \* Export filed history data
- \* Extract organization and configuration data

#### NEW QUESTION 42

Cloud Kicks acquired a shoe distribution partner. The Marketing and Sales Directors want to migrate the existing sales and marketing data into Cloud Kicks's Salesforce instance.

Which three aspects should the Consultant consider before proceeding with the data migration? (Choose three.)

- \* Volume of customer, partner, and prospect data from the existing system.
- \* Total number of records being imported compared to the Salesforce edition.
- \* Criteria to apply to records that should be archived before migration.
- \* Number of marketing campaign licenses required for the migration.
- \* Classic features that have been improved by Lightning Experience.

#### NEW QUESTION 43

Cloud Kicks (CK) frequently works with contractors for marketing focus groups.

These contractors change companies often, and CK wants to retain its company history through Accounts.

What should the consultant recommend?

- \* Implement the Contacts to Multiple Accounts feature.
- \* the Contacts to Multiple Accounts feature.

#### NEW QUESTION 44

Cloud Kicks wants to see how many closed won opportunities a campaign has generated over the last 30 days. They have implemented a campaign influence model that uses the primary campaign source. Which two steps are needed to meet this requirement using standard functionality? Choose 2 answers

- \* Add campaigns to opportunities when the campaign is related to a contact that is assigned a contact role on the opportunity prior to the close date.
- \* Have the administrator define rules for campaigns to automatically add opportunities and then lock after 30 days.
- \* Have the administrator specify a timeframe that limits the time a campaign can influence an opportunity after the campaign first associated date and before the opportunity created date
- \* Add child campaigns of the primary campaign source automatically if the child campaigns have an end date that falls before the opportunity close date. Have representatives populate a field on the opportunity record with the dollar amount of the expected revenue from the campaigns that influenced the opportunity

#### NEW QUESTION 45

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

#### NEW QUESTION 46

A Consultant for Cloud Kicks notices that the Deploy date for the Sales Cloud project is also the same weekend of a Salesforce release. What should the Consultant recommend?

- \* Stop all work because the impact of the Salesforce release is unknown
- \* Let Cloud Kicks know that there is a Salesforce release and that it may take longer
- \* Complete the project sooner and push before the Salesforce release
- \* Update the project plan for the following week and communicate the change

#### NEW QUESTION 47

The executive sponsor at Northern Trail Outfitters wants Salesforce users to know when other users are out of office leveraging Chatter functionality.

What should the consultant recommend?

- \* Create an Out of Office group and add users to it.
- \* Enable Set Out of Office Messages on the user profile.
- \* Create a form in Flow Builder to post Chatter notifications on records.
- \* Implement an email integration to post automatic Chatter notifications.

#### NEW QUESTION 48

Universal Containers wants to equip its sales team with mobile capabilities. The sales team needs to quickly look up contacts, accounts, and opportunities and easily log calls. Due to limited coverage in certain geographic areas, the sales team wants access to customer information even without an Internet connection.

Which mobile solution is appropriate for the Universal Containers sales team?

- \* Salesforce Mobile app
- \* SalesforceA App
- \* Custom hybrid App
- \* Salesforce Touch App

#### NEW QUESTION 49

Management at Northern Trail Outfitters wants to make sure their sales representatives are recording important email communication with customers while they are away from their offices. The sales representatives use various email applications. Which solution should be recommended?

- \* Download and install a Salesforce universal connector for their smartphone and computers.
- \* Copy and paste emails manually to the customer record in Salesforce from their smartphones and computers
- \* Forward emails using their Email-to-Salesforce email address from their smartphones and computers
- \* Download and install the Salesforce for Outlook connector on their smartphones and computers

#### NEW QUESTION 50

Cloud Kicks wants to release product enhancements effectively to drive user adoption and minimize the impact on the organization and users' day-to-day functions.

What are three steps for successful change and seasonal release management?

Choose 3 answers

- \* Prioritize executive requests.
- \* Train end users after deployment.
- \* Communicate updates to end user.
- \* Create an org development model.
- \* Collect input from stakeholders.

The Salesforce CRT-251 certification is recognized as the industry standard for sales professionals who work with Sales Cloud solutions. The certification demonstrates that the candidate has the skills and knowledge required to design and implement Salesforce Sales Cloud solutions that meet the needs of their clients. The certification also provides candidates with access to a range of resources, including training, support, and networking opportunities. Overall, the Salesforce CRT-251 certification is an excellent way for sales professionals to enhance their skills and advance their careers in the Salesforce ecosystem.

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