

# Salesforce.CRT-251.v2022-02-23.q61

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## NEW QUESTION: 1

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?

- A. Configure the use of contracts with a lookup to the Opportunity object.
- B. Enable schedules on the Opportunity object.
- C. Configure the use of assets with a lookup to the Opportunity object.
- D. Enable schedules on the Product object.

**Answer: D (LEAVE A REPLY)**

## NEW QUESTION: 2

Cloud Kicks' sales productivity is on the decline, while its competitors are doing great. The Consultant has suggested Einstein Opportunity Insights.

Which three insights can this provide? (Choose three.)

- A. Deal Prediction
- B. Key Moments
- C. Follow-up Reminders
- D. Sentiment Analysis
- E. Opportunity Representative Score

**Answer: A,B,C (LEAVE A REPLY)**

## NEW QUESTION: 3

Northern Trail Outfitters wants to link contacts with more than one account.

What solution should be recommended if a contact is an employee in one account, and on the boards of three additional accounts?

- A. Add the contact to the partners related list on the second account.

- B. Associate the contact to other accounts using a custom lookup field.
- C. Clone the contact record and add it to the second account.
- D. Enable contacts to multiple accounts feature.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 4**

A Lightning for Outlook layout can be assigned to which two options? (Choose two.)

- A. User
- B. Profile
- C. Team
- D. Role

**Answer: A,B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 5**

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?

- A. The record owner and anyone above the record owner in the role hierarchy will be able to access the three records.
- B. The record owner will be the only person who is able to access the account, contact, and opportunity records.
- C. 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.
- D. The record owner, all members of the public group, and a group called "Sales team" will be able to access the three records.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 6**

Universal Containers wants to track the campaigns that influence won opportunities.

Which two actions should a consultant recommend to meet this requirement using standard functionality?

Choose two answers.

- A. Have representatives populate a field on the opportunity record with the dollar amount of the expected revenue from the campaigns that influenced the opportunity.
- B. Automatically add child campaigns of the primary campaign source if the child campaigns have an end date that fails before the opportunity close date.
- C. 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.

D. 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.

**Answer: C,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 7**

Cloud Kicks uses Chatter to collaborate corporate-wide. Sales representatives are getting too many items showing on their feed, so it's hard to sort through to find items that are high priority or need the sales representative's immediate attention.

Which solution should the Consultant recommend?

- A. Create a Chatter Feed page layout.
- B. Create Chatter topics.
- C. Increase Chatter Feeds bookmark limit.
- D. Increase the Chatter follower limit.
- E. Create Chatter Streams.

**Answer: E ([LEAVE A REPLY](#))**

Explanation/Reference:

#### **NEW QUESTION: 8**

Universal Containers recently completed the implementation of a new Sales Cloud solution. The stakeholder committee believes that sales user adoption is best measured by the number of daily logins. Which two measures of sales user adoption should be considered? (Choose two.)

- A. Number of reports exported to Excel for analysis
- B. Number of neglected opportunities over time by role
- C. Completeness of records entered into the new system
- D. Overall effectiveness of mass email campaigns

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 9**

Universal Containers has a customer base that includes both individual consumers and businesses. The company has implemented Person Accounts in Salesforce and has a custom object for "Policies" that needs to relate to both Person Accounts and business accounts.

What is the minimum configuration on the policy custom object needed to meet this requirement?

- A. Create a master-detail contact relationship.
- B. Create a master-detail account relationship.
- C. Create a contact lookup field and an account lookup field.
- D. Create a custom contact lookup field.

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 10**

Universal Containers has a customer base that includes both individual consumers and businesses. The company has implemented Person Accounts in Salesforce and has a custom object for "Policies" that needs to relate to both Person Accounts and business accounts.

What is the minimum configuration on the policy custom object needed to meet this requirement?

- A. Create a custom contact lookup field.
- B. Create a master-detail contact relationship.
- C. Create a contact lookup field and an account lookup field.
- D. Create a master-detail account relationship.

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 11**

Universal Containers wants to associate some contacts with more than one account (e.g., a contact in an employee of one account and on the boards of several other accounts).

Which solution should a consultant recommend to meet this requirement?

- A. Clone the contact record and add it to the second account.
- B. Add the contact to the partners related list on the second account.
- C. Associate the contact to other accounts using a custom lookup field.
- D. Enable contacts to multiple accounts feature.

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 12**

Universal Containers has automated the process of creating new account records in Salesforce. All account records created through this process are owned by a generic user. There are now two million account records that have been created in this manner.

Universal Containers is now seeing performance issues when it makes any changes to account sharing rules.

What can Universal Containers do to address the issue without changing its integration?

- A. Ensure that the generic user has NOT been assigned to a role.
- B. Set the organization-wide defaults for accounts to public read/write.
- C. Contact Salesforce support to add an index to the account object.
- D. Ensure that the generic user has the Modify All Data permission.

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 13**

Which two object records can be synced with Lightning Sync?

- A. Opportunities
- B. Contacts

C. Calendar Events

D. Accounts

**Answer: (SHOW ANSWER)**

Explanation/Reference:

Reference: [https://help.salesforce.com/articleView?](https://help.salesforce.com/articleView?id=productivity_sync_exchange_admin_overview.htm&type=0)

[id=productivity\\_sync\\_exchange\\_admin\\_overview.htm&type=0](https://help.salesforce.com/articleView?id=productivity_sync_exchange_admin_overview.htm&type=0)

#### **NEW QUESTION: 14**

Northern Trail Outfitters (NTO) is hiring additional sales representatives due to rapid sales growth. The NTO sales management team wants to develop more structure around sales territory.

Which two data points should be considered? (Choose two.)

A. Distance between customer headquarters and their sales representatives

B. Average number of customers managed by a sales representative

C. Number of currencies needed to support each sales territory

D. Attributes needed to segment and categorize customers

**Answer: C,D (LEAVE A REPLY)**

#### **NEW QUESTION: 15**

Which three are Chatter features? (Choose three.)

A. Events

B. Bookmarks

C. Feeds

D. Notes

E. Recommendations

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 16**

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. Import the list as new leads and update the lead source to "Purchased Lead."

B. Import the list as new leads using the import wizard.

C. Create a campaign for this list, import the list as leads, and add them to the campaign.

D. Create a new custom object for purchased leads.

**Answer: C (LEAVE A REPLY)**

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#### **NEW QUESTION: 17**

Universal Containers wants to track the campaigns that influence won opportunities. Which two actions should a consultant recommend to meet this requirement using standard functionality?

(Choose two.)

- A.** 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.
- B.** Automatically add child campaigns of the primary campaign source if the child campaigns have an end date that fails before the opportunity close date.
- C.** Have representatives populate a field on the opportunity record with the dollar amount of the expected revenue from the campaigns that influenced the opportunity.
- D.** 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.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 18**

Universal Containers is preparing for the launch of its new Sales Cloud implementation to a global user base.

With previous sales automation applications, the company had slow adoption of the new solution. Which three Sales Cloud deployment factors should be considered to help ensure adoption? (Choose three.)

- A.** Type of training delivered
- B.** Sales rep quota targets
- C.** Maintenance release schedule
- D.** Training in local language
- E.** Management communications

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 19**

Cloud Kicks has a custom object, Projects, that has a Lookup relationship to the Opportunity object.

How can the Consultant build a report that contains data from both the Project and Opportunity objects?

- A.** Matrix Reports
- B.** Cross-object Filters

C. Custom Report Types

D. Dashboards

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 20**

The members of an opportunity team at Universal Containers are working together to close an opportunity. The sales engineer on the team is having trouble keeping up with the active quote. How can the sales engineer identify the opportunity's active quote?

A. Reference synced quote history on the opportunity.

B. Follow the opportunities' quotes in Chatter.

C. Reference the synced quote field on the opportunity record.

D. Reference the last modified date on the quotes.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 21**

Which two chart types should be used to display summary values from two different levels of grouping in a report? (Choose two.)

A. Stacked bar chart

B. Grouped line chart

C. Funnel chart

D. Donut chart

**Answer: C,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 22**

The sales management team of Universal Containers has noticed that opportunities are taking longer to close.

Historically, it has taken 30 days for a new opportunity to be moved to closed/won.

Recently, this time period has increased to 45 days. Which two reporting tools can the sales management team leverage to help determine the cause? (Choose two.)

A. Report on campaign return on investment (ROI)

B. Report on the discount approval time for quotes

C. Dashboard of opportunity stage duration

D. Dashboard of month-over-month trend of lead conversions

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 23**

The sales director at Cloud Kicks does not want users viewing each other's Opportunities, but wants users to check to see that the Account does not already exist prior to creating a new Account.

Which Organization-Wide Default should the Consultant recommend?

A. Set Account to Public Read/Write, and Opportunity to Private.

- B. Set Account to Public Read Only, and Opportunity to Controlled by Parent.
- C. Set Account and Opportunity to Private.
- D. Set Account to Public Read Only, and Opportunity to Public Read Only.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 24**

Sales directors at Northern Trail Outfitters (NTO) cannot see or update their teams' forecasts. Sales representatives are constantly asked to provide the directors with their updated forecast information.

Which two methods should NTO use to correct how forecasts are managed? (Choose two.)

- A. Create a forecast hierarchy and assign managers to the forecast manager role.
- B. Configure weekly customized forecast reports and dashboards to be emailed to sales management.
- C. Enable override forecast permission in the Manager's profile.
- D. Create forecast Chatter groups where sales representatives can post and share their forecasts.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 25**

Universal Containers is preparing for the launch of its new Sales Cloud implementation to a global user base.

With previous sales automation applications, the company had slow adoption of the new solution. Which three Sales Cloud deployment factors should be considered to help ensure adoption? Choose three answers.

- A. Sales rep quota targets
- B. Management communications
- C. Maintenance release schedule
- D. Training in local language
- E. Type of training delivered

**Answer:** B,D,E ([LEAVE A REPLY](#))

#### **NEW QUESTION: 26**

Which three options are available when customizing a report? (Choose three.)

- A. Schedule a refresh time
- B. Summarize fields
- C. Add a gauge component
- D. Add a filter
- E. Add a grouping

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 27**

During the Cloud Kicks Deploy phase, end users are complaining that they have a new system to log into, and it's holding up training.

What is the likely cause of these complaints?

- A.** A communication plan was not designed during the Plan phase and buzz was not generated during the Deploy phase.
- B.** A training plan was not made during the Validate phase and buzz was not generated during the Design and Validate phase.
- C.** Cloud Kicks did not gain buy-in during the Design phase and the solution was not designed.
- D.** Cloud Kicks did not gain buy-in during the Analyze phase and they did not build buzz during the Build and Validate phase.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 28**

Universal Containers supports two lines of business: shipping and freight. The sales cycle for freight deals is more complex and involves more stages than the shipping sales cycle.

Which solution should a consultant recommend to meet these business requirements?

- A.** Create different record types and sales processes for each line of business, and assign different sales processes to each page layout.
- B.** Create different record types and sales processes for each line of business, and use workflow field updates to assign stages.
- C.** Create different record types and sales processes for each line of business, and assign different page layouts to each record type.
- D.** Create different record types and sales processes for each line of business, and assign different stages to each page layout.

**Answer:** **C** ([LEAVE A REPLY](#))

**NEW QUESTION: 29**

Sales representatives at Northern Trail Outfitters are creating opportunities after they are closed/won. Sales management is concerned that pipeline and forecasting reports are inaccurate because of this.

Which two solutions should resolve this issue? (Choose two.)

- A.** Use a workflow rule to email sales management when the opportunity is created in the closed/won stage.
- B.** Create a report that displays opportunities that have a closed date less than or equal to the created date.
- C.** Run the opportunity pipeline standard report to view the upcoming opportunities by stage.
- D.** Create a workflow rule that automatically updates the opportunity to the first stage in the sales process.

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 30**

The shipping department at Universal Containers is responsible for sending product samples as part of the sales process. When an opportunity moves to the "sampling" stage, Universal Containers wants an automatic email sent to the shipping department listing the products on the opportunity. How can this requirement be met using a workflow email?

- A. Create is on the opportunity using an HTML email template.
- B. Create is on the opportunity using a Visualforce email template.
- C. Create is on the opportunity product using an HTML email template.
- D. Create is on the opportunity product using a Visualforce email template.

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 31**

Which three permissions are set in a user's profile? (Choose three.)

- A. Mass Email
- B. Object permissions
- C. Active
- D. Run Reports
- E. Marketing User

**Answer: ([SHOW ANSWER](#))**

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**NEW QUESTION: 32**

Universal Containers has a customer base of over 15,000 Accounts and 60,000 Contacts. The marketing manager wants to use the customer data for an upcoming new product launch but is concerned contacts may have moved to different companies.

What should a consultant recommend to ensure customer data is accurate?

- A. Create a workflow rule for an account and contact owner to confirm contact data.
- B. Use a data enrichment tool to verify account and contact data is up-to-date.
- C. Use a data cleansing tool and the Stay-in-Touch feature of Salesforce to email contacts.
- D. Create a workflow rule to mass email the contacts and capture any email bounces.

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 33**

Cloud Kicks frequently has multiple sales representatives that collaborate on an Opportunity and needs Salesforce to allocate credit to each sales representative in order to track against a sales quota.

Which Salesforce feature satisfies this requirement?

- A. Account Teams
- B. Opportunity Teams
- C. Opportunity Splits
- D. Public Groups

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 34**

Universal Containers has its sales representatives enter a new lead whenever they are prospecting a new customer. After qualifying the new lead, a new opportunity must be created to track the deal.

Which three actions should a consultant recommend to enforce data quality and accuracy? (Choose three.)

- A. Create an Apex trigger to perform data quality checks.
- B. Enable validation rules on the opportunity.
- C. Enable validation rules on the lead.
- D. Enable the lead conversion permission.
- E. Map custom lead fields to corresponding custom opportunity fields.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 35**

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?

- A. Configure a dashboard that shows Opportunities that have not moved stages for 30 days, and provide training to those Opportunity owners.
- B. Advise sales representatives to post on Chatter so the sales team can collaborate to move Opportunities along the pipeline quicker.
- C. Use Path to provide guidance for key Opportunity stages.
- D. 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).

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 36**

Universal Containers uses PDF documents to help the Sales Team learn about new Products. Which feature should a Consultant recommend to store these documents?

- A. Attachments
- B. File Sync
- C. Salesforce Files
- D. File Contact for SharePoint

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 37**

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

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

**Answer:** C ([LEAVE A REPLY](#))

#### **NEW QUESTION: 38**

Universal Containers has set up a sales process that requires opportunities to have associated product line items before moving to the negotiation stage.

Which two solutions should a consultant recommend to meet this requirement? Choose two answers.

- A. Define a workflow rule that automatically defaults to a PriceBook and product line item when selecting the negotiation stage.
- B. Ensure that all sales representatives have access to at least one PriceBook when creating product lines.
- C. Configure a validation rule that tests the Has Line Item and Stage fields for the correct condition.
- D. Configure the opportunity record types to enforce product line item entry before selecting the negotiation stage.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 39**

Which three considerations should be addressed when implementing Advanced Currency Management?

(Choose three.)

- A. Advanced Currency Management can be enabled or disabled in the organization under the company profile, if needed.
- B. Currency roll-up summary fields from opportunity products to an opportunity use the dated exchange rate.

- C. Advanced Currency Management dated exchange rate are automatically updates in a monthly basis.
- D. Currency roll-up summary fields from opportunities to an account use the static conversion rate.
- E. The converted amount of an opportunity uses dated exchange rates based on the close date of the opportunity.

**Answer: A,B,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 40**

Universal Containers is onboarding ten new employees in two weeks.

Which two methods should a System Administrator use to create user records in Salesforce without activating them? (Choose two.)

- A. Create a .csv file ensuring that IsActive = False, and use the data loader to insert.
- B. Schedule a Time-Dependent Workflow to create users in two weeks.
- C. Click Add Multiple Users and ensure that Generate New Password and Notify User Immediately are unchecked.
- D. Create them with the User Import Wizard and ensure that Active is unchecked.

**Answer: A,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 41**

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.)

- A. Require the customer to enter a security token to download the content.
- B. Require the customer to enter a password to view the content.
- C. Remove access to content after a specified date.
- D. Require the recipient to log into Salesforce to access the content.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 42**

Universal Containers has enabled Social Accounts and Contacts. When a sales representative accesses a contact within Salesforce, the representative is unable to see detailed information from the contact's social profiles.

What is preventing the sales representative from accessing this information?

- A. The fields configured by Universal Container's administrator on the contact page layout are missing.
- B. The link to the Facebook profile is NOT configured with the administrator password to access detailed information.
- C. Universal Containers must install and APP Exchange package to access public profile information for its users.

D. The information shown is based on the sales representative's social connection with the contact.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 43**

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?

- A. Salesforce Mobile app
- B. Salesforce Touch App
- C. SalesforceA App
- D. Custom hybrid App

**Answer:** A ([LEAVE A REPLY](#))

#### **NEW QUESTION: 44**

Universal Containers is devising a separate sales methodology to upsell service contracts to its existing customer base. The company wants to track and report on these deals separately from other deals.

What should a consultant recommend to meet this requirement?

- A. Add "upsell" as a stage and create a summary by opportunity stage.
- B. Create a custom field on opportunity to flag and report on these sales.
- C. Create an opportunity record type and sales process for reporting on these deals.
- D. Create a separate page layout and report to flag and report on these deals.

**Answer:** C ([LEAVE A REPLY](#))

#### **NEW QUESTION: 45**

Universal Containers has a large sales department that is dispersed worldwide. Sales managers want greater visibility into the opportunities in progress with their respective teams and want to receive email notifications when opportunities reach key metrics (e.g. progress to a certain stage or reach a specific probability).

However, individuals want to control the frequency of their email notifications. Which two solutions should a consultant recommend? (Choose two.)

- A. Create a report filtering for the desired criteria and individuals subscribe to the report.
- B. Configure the individual Salesforce for Outlook email settings to control notification frequency.
- C. Define a workflow rule and email task that is triggered when key fields are updated to new values.
- D. Configure Chatter Feed Tracking to provide updates for the key metrics the sales managers are looking for.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 46**

Cloud Kicks wants sales representatives to be able to share key documents directly with customers who are not Community users.

Which Salesforce feature satisfies this requirement?

- A. Attachments
- B. Documents
- C. CRM Content
- D. Chatter links

**Answer: C (LEAVE A REPLY)**

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**NEW QUESTION: 47**

Management at Northern Trail Outfitters wants to see forecast numbers by all sales representatives and by multiple product groups.

Which two actions should a consultant recommend to meet these requirements? (Choose two.)

- A. Implement Collaborative Forecasting with product family.
- B. Build a forecast list view by product family group.
- C. Build a custom forecast report showing product groups.
- D. Implement Collaborative Forecasting with quota attainment.

**Answer: A,D (LEAVE A REPLY)**

**NEW QUESTION: 48**

Universal Containers wants to implement a sales methodology that focuses on identifying customer's challenges and addressing them with its offerings.

Which sales methodology is described above?

- A. Relationship selling
- B. Direct selling
- C. Solution selling
- D. Target account selling

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 49**

A salesperson at Northern Trail Outfitters (NTO) cannot view a contact's information from social profiles.

NTO has Social Accounts and Contacts turned on in its account.

Why is the salesperson unable to access the information?

- A.** The fields configured by Universal Containers' administrator on the contact page layout are missing.
- B.** The link to the Facebook profile is NOT configured with the administrator password to access detailed information.
- C.** Universal Containers must install an APP Exchange package to access public profile information for its users.
- D.** The information shown is based on the sales representative's social connection with the contact.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 50**

Universal Containers sells products that require frequent collaboration with the same team of individuals who play a key role in closing deals. The lead sales representative determines the level of access for each of the collaborating team members on an opportunity.

Which solution should a consultant recommend to facilitate the collaboration of the lead sales representative and team members?

- A.** Configure default opportunity teams for all lead sales representatives with team selling enabled.
- B.** Create public groups for extended team members and allow the sales representative to assign manual sharing on their opportunities.
- C.** Enable Chatter to have the lead sales representative facilitate collaboration through sales team swarming.
- D.** Define a sharing rule for each lead sales representative to assign appropriate access for all extended team members.

**Answer:** **A** ([LEAVE A REPLY](#))

**NEW QUESTION: 51**

Universal Containers has a public sharing model for accounts and uses the parent account field to create a multi-level account hierarchy. When viewing a parent account, the company wants to see the total value of open opportunities for all accounts in the hierarchy. Which solution should a consultant recommend to meet this requirement?

- A.** Create a roll-up summary field on the parent account showing the total value of open opportunities from the child accounts.

**B.** Define a workflow rule to update the custom field on the parent account with the total value of open opportunities from the child accounts.

**C.** Use Apex to update a custom field on the parent account with the total value of open opportunities from the child accounts.

**D.** Create a link on the account that opens a report showing the total value of open opportunities for all accounts in the hierarchy.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 52**

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?

**A.** Salesforce Mobile Sites

**B.** Lightning Platform

**C.** Customer Community

**D.** Lightning Components

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 53**

A marketing department that runs many concurrent campaigns has specified that the influence timeframe for a campaign is 60 days. What is the impact on the campaign influence for opportunities when a contact is associated to an opportunity in a contact role?

**A.** Campaigns in which a contact became a member within the last 60 days will be associated and displayed in Campaigns with Influenced Opportunities Report.

**B.** All contacts associated with campaigns will be added to the campaign influence related list.

**C.** Sales reps can choose which campaigns created within the last 60 days should be added to the campaign influence related list.

**D.** All campaigns created within the last 60 days will be added to the campaign influence related list.

**Answer:** ([SHOW ANSWER](#))

Explanation/Reference:

#### **NEW QUESTION: 54**

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 shared efficiently and securely?

**A.** The documents should be uploaded to Salesforce Files and shared with the field sales organization.

**B.** The documents should be emailed to the sales team on the opportunity record.

C. The documents should be uploaded to a library that is shared with the field sales organization.

D. The documents should be uploaded to Salesforce Files from the opportunity record.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 55**

Universal Containers uses a seven-step selling methodology. Each sales stage corresponds with a step in the methodology. The first stage is a preliminary qualification step, and opportunities in this stage should NOT contribute to the forecast. Which two actions should a consultant recommend to meet these requirements?

(Choose two.)

A. Override the forecast to be 0\$ for first stage opportunities.

B. Instruct sales users to enter 0\$ for the opportunity amount.

C. Configure the first stage with the omitted forecast category.

D. Assign 0% probability to the first sales stage.

**Answer: C,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 56**

What will happen when a user attempts to log in to Salesforce from an IP address that is outside the login IP range on the user's profile but within the organization-wide trusted IP range?

A. The user will be able to log in after the computer is activated.

B. The user will not be able to log in at all.

C. The user will be able to log in without activating the computer.

D. The user will be able to log in after answering a security question.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 57**

Universal Containers sells three unique products and each product has its own sales process. The company qualifies prospects for the three products in a consistent manner; however, once the customer has shown interest, the sales representatives must follow the relevant product's sales process.

Which two solutions should a consultant recommend to meet these requirements? Choose two answers.

A. Create sales stages that align with opportunity record types.

B. Configure opportunity record types for each sales process.

C. Define sales processes to map to each opportunity record type.

D. Define the default opportunity teams for each opportunity record type.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 58**

Universal Containers wants to improve sales productivity in inside sales and is has been advised to consider Salesforce Console for Sales.

Which two use cases justify this recommendation? (Choose two.)

- A. Need to prioritize search results for contacts and opportunities.
- B. Need to view the caller ID on screen and quickly make calls with one click.
- C. Need to chat with customers in real time with Chatter.
- D. Need to add notes quickly while talking to the client.

**Answer: B,D (LEAVE A REPLY)**

#### **NEW QUESTION: 59**

Which two are purposes of the AppExchange? (Choose two.)

- A. Administrators can download and customize pre-built dashboards and reports.
- B. Customers can share and install apps published by Salesforce partners.
- C. Partners can download accounts and contacts to collaborate on sales deals.
- D. Support users can install the Salesforce Console for Service custom app.

**Answer: B,D (LEAVE A REPLY)**

#### **NEW QUESTION: 60**

Universal Containers forecasts and closes business monthly, and it needs to store details of open opportunities weekly. The sales management team wants to analyze how the sales funnel is changing throughout the month.

What should a consultant recommend to meet this requirement?

- A. Create a reporting snapshot to run weekly and store the results in a custom object.
- B. Schedule a custom forecast report to run weekly and store the results in a custom report folder.
- C. Schedule a custom forecast report to run daily and store the results in a custom report folder.
- D. Create a reporting snapshot to run daily and store the results in a custom object.

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 61**

Universal Containers acquires sales leads each year through trade shows. Occasionally, duplicate leads are generated when the marketing team imports leads that already exist in the system. What should a consultant recommend to prevent duplicate leads in the system?

- A. Upload the leads to Data.com to remove the duplicates and select the option to have them automatically imported.
- B. Upload the leads using Data Loader and enable the "Find Duplicates" setting to prevent duplicate records.
- C. Upload the leads and click the "Find Duplicates" button for each of the leads to identify potential duplicate lead records.

D. Upload the leads using Data Import Wizard and select the appropriate field to match duplicates against existing records.

**Answer: D ([LEAVE A REPLY](#))**

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