CRT-251 Dumps

Salesforce Certified Sales Cloud Consultant (SU18)

https://www.certleader.com/CRT-251-dumps.html

NEW QUESTION 1
Universal Containers does NOT have a direct sales team; its channel partners are responsible for selling and servicing products. Over the past quarter, these has been an increased volume of leads. However, the Vice President of Channels has been receiving many complaints from partners on the poor quality of the leads and has noticed a significant drop in the lead conversion rate. What should a consultant recommend to improve partner satisfaction with the leads being shared?

A. Assign all leads to the partner channel manager to validate the lead data and manually assign to partners.
B. Create multiple validation rules to ensure that all fields on the lead record are populated with data.
C. Create a custom lead score field to assess lead quality and assign the leads that exceed this score to partners.
D. Use the lead score on the Find Duplicates button and assign the leads with a score in the high category.

Answer: C

NEW QUESTION 2
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. Type of training delivered
B. Sales rep quota targets
C. Management communications
D. Maintenance release schedule
E. Training in local language

Answer: ACE

NEW QUESTION 3
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. Schedule a custom forecast report to run weekly and store the results in a custom report folder.
B. Create a reporting snapshot to run daily and store the results in a custom object.
C. Create a reporting snapshot to run weekly and store the results in a custom object.
D. Schedule a custom forecast report to run daily and store the results in a custom report folder.

Answer: A

NEW QUESTION 4
Universal Containers needs to show a dashboard with forecast by product family with quotas. Which solution should a consultant recommend?

A. Build a joined report with closed opportunities, forecasting items, and quotas.
B. Customize quotas with product report, and add necessary fields.
C. Build a custom report type with forecasting quotas and forecasting items.
D. Create an analytic snapshot to capture the opportunity forecast.

Answer: D

NEW QUESTION 5
Universal Containers has set the organization-wide default to public read-only for accounts, contacts, and opportunities. Activities are set to be controlled by the parent. The ABC Corporation account is owned by a sales user whose profile grants create, read, edit, and delete access to accounts, contacts, and opportunities. Which two actions does the owner of the ABC Corporation account have the right to take? Choose two answers.

A. View, edit, and delete activities owned by other users directly related to the account.
B. View, edit, and delete related contacts and opportunities owned by other users.
C. Share the account with other users through manual sharing and account teams.
D. Transfer ownership of related contacts and opportunities owned by other users.

Answer: AC

NEW QUESTION 6
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 add notes quickly while talking to the client.
B. Need to view the caller ID on screen and quickly make calls with one click.
C. Need to prioritize search results for contacts and opportunities.
D. Need to chat with customers in real time with Chatter.

Answer: AB

NEW QUESTION 7
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. Lightning Platform

B. Salesforce Mobile Sites
C. Lightning Components
D. Customer Community

Answer: D

NEW QUESTION 8

Which two actions can a consultant take during the project planning phase to ensure client stakeholder goals are met? (Choose two.)

A. Create scheduled dashboard to be sent weekly to all stakeholders.
B. Ensure the project key performance indicators are profitable.
C. Acquire the client stakeholder's key performance indicators.
D. Establish a stakeholder committee and meeting schedule.

Answer: CD

NEW QUESTION 9

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

Answer: B

NEW QUESTION 10

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 the last modified date on the quotes.
B. Reference the synced quote field on the opportunity record.
C. Reference synced quote history on the opportunity.
D. Follow the opportunities' quotes in Chatter.

Answer: B

NEW QUESTION 10

Universal Containers wants to improve the accuracy of its current sales forecast. It also wants to improve the relevance of its sales stages and the role they play in the sales process.
How should the relationship between the various elements of the sales process be defined to meet these requirements?

A. Map sales probability values to forecast categories; assign sales stages accurate percentages.
B. Map forecast probability to opportunity probability; assign appropriate sales stage.
C. Map appropriate sales stage to opportunity stage; assign accurate forecast probability.
D. Map opportunity stages to forecast categories; assign accurate probability to each stage.

Answer: D

NEW QUESTION 14

Universal Containers' management 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 custom forecast report showing product groups.
C. Build a forecast list view by product family group.
D. Implement Collaborative Forecasting with quota attainment.

Answer: AD

NEW QUESTION 16

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

Answer: BDE

NEW QUESTION 19

......

Thank You for Trying Our Product

* 100% Pass or Money Back

    All our products come with a 90-day Money Back Guarantee.

* One year free update

    You can enjoy free update one year. 24x7 online support.

* Trusted by Millions

    We currently serve more than 30,000,000 customers.

* Shop Securely

    All transactions are protected by VeriSign!

100% Pass Your CRT-251 Exam with Our Prep Materials Via below:

https://www.certleader.com/CRT-251-dumps.html