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QUESTIONS AND ANSWERS

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Dumps Questions crt-251

Exam Name: Sales Cloud Consultant

Certification Provider: Salesforce

Exam: Sales Cloud Consultant

Question #1

Universal Containers wants to measure revenue based on when individual Products are sold. What should a Consultant implement to meet this requirement?

- A. Forecasting by Order Amount
- B. Forecasting by Opportunity Amount
- C. Forecasting by Product Dates
- D. Forecasting by Schedule Date

Correct Answer: B

Question #2

Universal Containers sells two product lines that each use a distinct selling methodology. Additionally, each product line captures different information that is used to sell the products. What should a consultant recommend to support selling the two product lines?

- A. Create one page layout, two sales processes, and validation rules to capture relevant opportunity information.
- B. Create two page layouts, one opportunity record type, and one workflow rule to assign the correct page layout to the record type.
- C. Create two sales processes and two page layouts; assign them to two different opportunity record types for each product line.
- D. Create two page layouts and two sales processes; assign them to the respective product lines to collect relevant information.

Correct Answer: C

Question #3

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.)

- A. Configure a validation rule that tests the Has Line Item and Stage fields for the correct condition.

B. Configure the opportunity record types to enforce product line item entry before selecting the negotiation stage.

C. Ensure that all sales representatives have access to at least one PriceBook when creating product lines.

D. Define a workflow rule that automatically defaults to a PriceBook and product line item when selecting the negotiation stage.

Correct Answer: AC

Question #4

Resellers for Universal Containers need access to reports in the Partner Communities to help manage their opportunities.

How should Salesforce be configured to give resellers the correct level of access to reports?

A. Create the appropriate list views and report folders in the Partner Communities for all partner users.

B. Create a new tab in the Partner Communities to display the appropriate list views and report folders.

C. Create a Chatter group that allows partners to post links to appropriate list views and reports.

D. Create the appropriate list views and report folders, and share with all partner users.

Correct Answer: D