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Question 1

Question Type: MultipleChoice

The Universal Containers management team wants to help sales reps determine the nght time to contact prospects.

What should the consultant recommend to meet the requirement?

Options:

- A- Implement Sales Dialer and begin cold calling leads to request availability.
- B- Create a formula field to determine the prospects time zone.
- C- Configure Einstein Lead Scoring to determine the best time to make contact.
- D- Enable Email Tracking with reporting and activity timeline.

Answer:

D

Question 2

Question Type: MultipleChoice

Cloud Kicks has a requirement to measure end user adoption and data quality in Salesforce.

Which solution should the consultant recommend?

Options:

- A- Einstein Conversation Insight-;
- B- tableau custom dashboard
- C- Adoption and Data Quality Dashboards Pack
- **D-** Salesforce Surveys

Answer:

C

Question 3

Question Type: MultipleChoice

The sales team at Cloud kicks Cloud has roughly 100 members. The sales director has requested that newly created reports be shared with the sales team.

How should the consultant efficiently share these reports?

Options:

- A- Create a report folder, add members in a specific profile, and share the Report folder.
- B- Create a report folder, add members in a specific Role, and share the Report folder.
- C- Create a report folder, add members to a Private Group, and share the Report folder.
- D- Create a report folder, add members in a specific Queue, and share the Report folder.

Answer:

В

Question 4

Question Type: MultipleChoice

Cloud Kicks (CK) has a custom object, Project_c, that has a lookup relationship to the Opportunity object. The CK project manager has requested a report that includes both Project_c and Opportunity data.

What should the consultant use to include data from both the Project__c and Opportunity objects in one report?

Options:	
A- Matrix reports	
B- Junction reports	
C- Cross-object filters	
D- Custom report types	
Answer:	
D	
Question 5 Question Type: MultipleChoice	
Question Type: MultipleChoice	its email system with Salesforce, and wants to show the last 2 months of email activity to its 75 sales reps.
Question Type: MultipleChoice Cloud Kicks plans to integrate	its email system with Salesforce, and wants to show the last 2 months of email activity to its 75 sales reps. mmend to meet this requirement?
Question Type: MultipleChoice Cloud Kicks plans to integrate	

- A- Sales Cloud Einstein
- **B-** Einstein Activity Capture Standard
- C- Email to Salesforce
- **D-** Sales Cloud Console

В

Question 6

Question Type: MultipleChoice

Universal Containers (UC) has established Sales Ops teams. As part of the sales process, Tasks are used to track all customer interactions. UC wants any available Sales Ops team member to handle these Tasks as soon as possible.

Which Salesforce functionality should the consultant recommend to meet the requirement?

Options:

A- Create Opportunity Teams to manage Tasks.

- B- Leave the Task's Assigned To held bank
- C- Use workflows to create a Task for each team member.
- **D-** Assign Tasks to a queue to share work efficiently.

D

Question 7

Question Type: MultipleChoice

During the requirements gathering workshops at Cloud Kicks, the project team and subject matter experts bring up new ideas to incorporate4 into the current project.

Which best practice should the consultant use to refocus the meeting and stay on topic?

Options:

- A- Tell key stakeholders that the team is focused on other ideas,
- B- Remind the team of the purpose and scope of this project.

- C- Incorporate the new ideas into the solution design.
- D- Invite only the subject matter experts to subsequent workshops.

В

Question 8

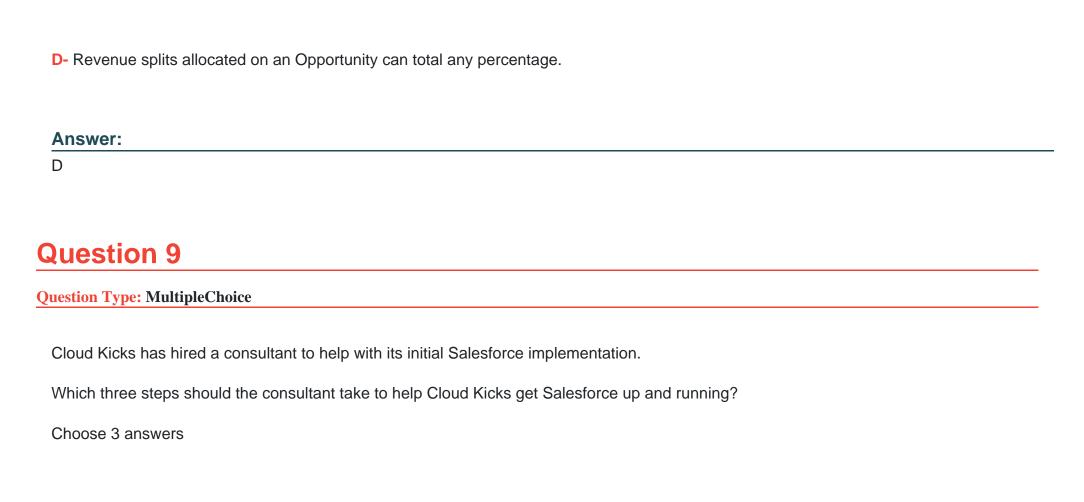
Question Type: MultipleChoice

At Universal Containers, in addition to the sales team, support reps are sometimes eligible for commissions. When support reps are involved in a deal, they should receive a credit of 15% of the revenue.

What should the consultant consider when designing a revenue sharing solution?

Options:

- A- Revenue splits are required in order to use overlay splits.
- B- Overlay splits Allocated on art Opportunity can total any percentage.
- C- Overlay splits can be assigned to any user with the appropriate profile.



Options:

- A- Define company vision.
- **B-** Finalize integrations.
- **C-** Prioritize goats.

- D- Define KPIs.
- E- Analyze competitors.

A, C, D

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