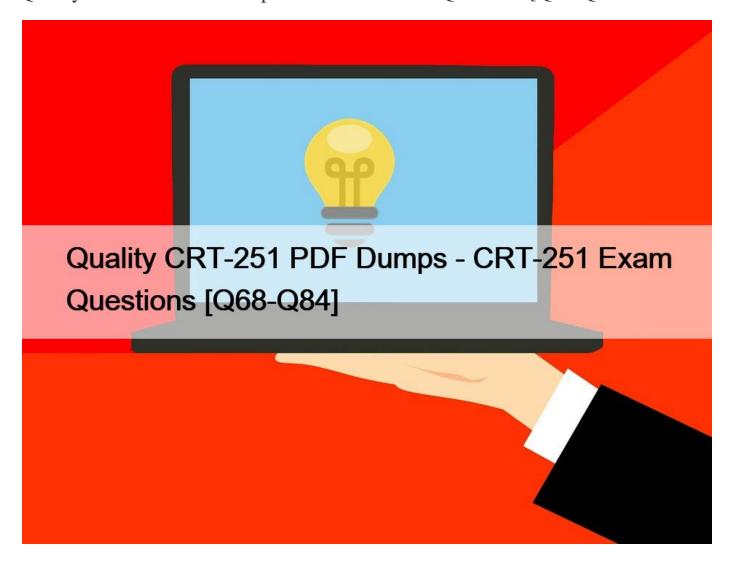# Quality CRT-251 PDF Dumps - CRT-251 Exam Questions [Q68-Q84

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QUESTION 68

Universal Containers has configured a private sharing model with opportunity team selling enabled. The company allows its sales representatives to add sales team members to their opportunities when necessary.

As a result, each sales representative has opportunities they directly manage and opportunities on which they collaborate with other sales representatives.

Which data set filter on a single report would allow the sales representatives to see all opportunities they are involved with?
* My team’s opportunities
* My team-selling and my opportunities
* My collaborative opportunities

* My team-selling shared opportunities

QUESTION 69

Each product engineer at Cloud Kicks supports 3 specific product lines. There are three product lines. Sales reps sell all the company’s product lines; Sales management wants the appropriate product engineer automatically assigned to any new Opportunity for their product line with Read-Only rights.

What are two actions the consultant can take to meet the requirement?

Choose 2 answers
* Manually assign a product-specific role to each product engineer.
* Create criteria-based opportunity sharing rules for each product line.
* Enable Default Opportunity Teams for the Opportunity.
* Enable Default Account Teams for each product line.

QUESTION 70

A sales manager wants a report that reflects all activities in the manager’s accounts, including contacts and opportunities. Which report should the sales manager use?
* Activities report on accounts and opportunities the manager owns
* Activities report on accounts, contacts and opportunities the manager own
* Activities report on accounts the manager owns
* Activities report on accounts and contacts the manager owns

QUESTION 71

Cloud Kicks has a private sharing model on Accounts. Account executives need to ensure that specific users can qualify marketing Opportunities on their Accounts. There can be different users for a given Opportunity. Sales management needs to report on which users are assigned to Opportunities.

What should the consultant recommend to the account executives?
* Add specific users as Opportunity team members with a role that grants Read/Write Access.

QUESTION 72

Universal Containers has two business groups, Products and Services. Both groups will be using opportunities to track deals, but different fields are required by each group.

In which two ways should an administrator meet this requirement? (Choose two.)
* Create two permission sets.
* Create two leads processes.
* Create two page layouts.
* Create two record types.

QUESTION 73

The Cloud Kicks team has made a correction in a sandbox environment that needs to be deployed to production as soon as possible. The sandbox and production environments are on two different versions of Salesforce. The fix requires functionality in the sandbox version.

Which action should the consultant recommend?
* Deploy from version control before the Salesforce Platform upgrade window.
* Deploy changes from the sandbox to production thts weekend.
* Deploy the changes from the sandbox to production once both environments are on the same version.
* Deploy the changes from me sandbox to production concurrently with the Salesforce Platform upgrade.

QUESTION 74

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

QUESTION 75

The enterprise architect for cloud Kicks wants to understand how objects in sales cloud are connected to one another.

Which two approaches should a consultant use to help the architect?

Choose 2 answers
* Explain the types of object relationships in Salesforce.
* Use Schema Builder to show a visual of related objects

QUESTION 76

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?
* Schedule a custom forecast report to run weekly and store the results in a custom report folder.
* Create a reporting snapshot to run daily and store the results in a custom object.
* Create a reporting snapshot to run weekly and store the results in a custom object.
* Schedule a custom forecast report to run daily and store the results in a custom report folder.

QUESTION 77

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

QUESTION 78

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?
* Lightning Platform
* Salesforce Mobile Sites
* Lightning Components
* Customer Community

QUESTION 79

Cloud Kicks is expanding its operations to Europe. The company wants to enable able Advanced Currency Management to support both EUR and USD currencies, and show the total values of open opportunities on account records.

How should the consultant implement a solution to meet the requirement?
* Use a custom summary formula field on the Opportunity.
* Install a third-party app from the AppExchange.
* Use a Roll-up Summary field from the Opportunity to the Account.
* Create a cross-object formula field on the Account.

QUESTION 80

The sates manager at Cloud Kicks has proposed that the consultant one large Discovery meeting with 250 employees who use Salesforce currently to gain information to improve adoption.

What are the three efficient approaches the consultant could recommend to the sales manager?

Choose 3 answers
* Arrange multiple sessions with small groups of employees.
* Send a survey to all employees asking for a list of desired changes.
* Ask management to select which employees should participate In sessions.
* Ask all employees to email their ideas and feedback to the consultant.
* Meet with a large group of employees to listen to their feedback.

QUESTION 81

Universal Containers (UC) does business with a Contact associated with a specific Account with the Contact Role of executive. The Contact is also on the board of a nonprofit that has requested a charitable donation from UC. UC wants to the Contact on both Accounts.

What should the consultant recommend?
* Create a new Contact record for the Contact related to the nonprofit Account
* Select Allow users to relate a Contact to multiple Accounts in Account
* Change the Contact record type to multi-account
* Create a new lookup field on the Contact record to associate the executive to the nonprofit.

QUESTION 82

In order to increase and promote adoption, sales management at Cloud Kicks wants sales representatives to follow Opportunities they create.

Which two actions should the Consultant recommend to create a solution? (Choose two.)
* Use Process Builder with an Action Type of Follow Chatter when a record is created or edited.
* Turn on the Chatter feed settings that enable users to automatically follow records that they create.
* Create a report with newly created Opportunities and have sales management subscribe to the report.
* Turn on the Chatter feed settings that enable stage notifications to opportunity owners.

QUESTION 83

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

QUESTION 84

Organization-wide default settings for Account is set to Private at Cloud Kicks- Users are unable to see each others accounts.

When a Salesforce admin assigns User A as the owner of an opportunity related to User B’s account, which additional access will User A gain?
* User A will have Read-Write access to the opportunity’s Account and its related contact records.
* User A will have Read-Only access to the opportunity’s Account record.
* User A will have Read-Only access to the opportunity’s Account and its related contact records.
* User A will have Read-Write access only to the opportunity’s Account record.

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