

Salesforce CRT-251

SALESFORCE SALES CLOUD CONSULTANT CERTIFICATION QUESTIONS & ANSWERS

Exam Summary – Syllabus – Questions

CRT-251

Salesforce Certified Sales Cloud Consultant

60 Questions Exam – 68% Cut Score – Duration of 105 minutes

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Know Your CRT-251 Certification Well:

The CRT-251 is best suitable for candidates who want to gain knowledge in the Salesforce Consultant. Before you start your CRT-251 preparation you may struggle to get all the crucial Sales Cloud Consultant materials like CRT-251 syllabus, sample questions, study guide.

But don't worry the CRT-251 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the CRT-251 syllabus?
- How many questions are there in the CRT-251 exam?
- Which Practice test would help me to pass the CRT-251 exam at the first attempt?

Passing the CRT-251 exam makes you Salesforce Certified Sales Cloud Consultant. Having the Sales Cloud Consultant certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Salesforce CRT-251 Sales Cloud Consultant Certification Details:

| | |
|-------------------------------------|---|
| Exam Name | Salesforce Sales Cloud Consultant |
| Exam Code | CRT-251 |
| Exam Price | Registration fee: USD 200 Retake fee: USD 100 |
| Duration | 105 minutes |
| Number of Questions | 60 |
| Passing Score | 68% |
| Recommended Training / Books | Prepare for Your Salesforce Sales Cloud Consultant Credential Prepare for your Sales Cloud Consultant Certification Exam (CRT251) Administrative Essentials for New Admins in Lightning Experience (ADX201) Administer, Extend, and Automate Salesforce (ADX211) |
| Schedule Exam | Kryterion Webassessor |
| Sample Questions | Salesforce CRT-251 Sample Questions |
| Recommended Practice | Salesforce Certified Sales Cloud Consultant Practice Test |

CRT-251 Syllabus:

| Section | Objectives | Weight |
|---|--|------------|
| Sales Practices | <ul style="list-style-type: none"> - Given a scenario, assess the factors that influence sales metrics, Key Performance Indicators (KPIs), and business challenges. - Describe common sales and marketing processes and key implementation considerations. - Understand when to use Sales Cloud features and related products such as Sales Engagement, Salesforce Inbox, Salesforce Maps, and Sales Cloud Einstein. | 11% |
| Implementation Strategies | <ul style="list-style-type: none"> - Given a scenario, determine how to facilitate a successful consulting engagement (plan, gather requirements, design, build, test, deploy, and document). - Given a scenario, determine appropriate sales deployment considerations. - Given a scenario, analyze the success of an implementation project. | 13% |
| Application of Product Knowledge | <ul style="list-style-type: none"> - Given a set of requirements, design an end-to-end sales process from Lead to Opportunity to Quote to Close to Order. - Given a scenario, differentiate when it is appropriate to include custom application development vs. third-party applications. - Describe the appropriate use cases for Account and Opportunity Teams and the effect on sales roles, visibility, access, and reporting. - Discuss the capabilities, use cases, and design considerations for additional features such as territory management and forecasting. - Articulate the capabilities, use cases, and design considerations when implementing Opportunity Products, Products, Price Books, and Orders. - Describe the implementation considerations of multi-currency and advanced currency management. | 18% |
| Lead Management | <ul style="list-style-type: none"> - Explain how Campaign capabilities support the sales process. - Given a scenario, recommend appropriate methods for lead scoring and criteria for lead qualification. - Discuss the best practices for managing lead data quality in Salesforce. | 7% |
| Account and Contact Management | <ul style="list-style-type: none"> - Review how the ownership of Account and Contact records drives access to related records. - Explain the various methods for establishing access to Accounts, Person Accounts, Contacts, and Opportunities. - Describe the impact of account hierarchy on visibility, maintainability, and reporting. | 11% |

| Section | Objectives | Weight |
|--|--|------------|
| Opportunity Management | - Given a set of requirements, determine how to support different sales process scenarios for an Opportunity. - Summarize the relationships between sales stages, forecast, and Pipeline Inspection. | 10% |
| Sales Productivity and Integration | - Discuss use cases and considerations for using email productivity tools, such as Salesforce Inbox and Outlook/Gmail integration. - Illustrate the use cases and best practices for using collaboration tools, such as Slack, Quip, Chatter, and mobile solutions. | 8% |
| Consulting Practices | - Analyze and prioritize valid use cases from a client. - Understand the consulting project lifecycle. | 7% |
| Sales Metrics, Reports & Dashboards | - Determine the appropriate report, dashboard or reporting snapshot solution. | 7% |
| Data Management | - Explain the use cases and considerations for data migration in Sales Cloud. - Given a scenario, analyze the implications of large data sets, transaction volumes, integrations, and moving data between Salesforce and other systems. | 8% |

Salesforce CRT-251 Sample Questions:

Question: 1

A case is created from a web form. If no active assignment rules exist, who will be assigned ownership?

- a) Default Case Owner
- b) Default Workflow User
- c) System Administrator
- d) Automated Case User

Answer: a

Question: 2

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

- a) Donut chart
- b) Funnel chart
- c) Stacked bar chart
- d) Grouped line chart

Answer: a, b

Question: 3

Part of Cloud Kicks' solution design is to incorporate Lightning Experience. The Consultant wants to see if there is an increase in the number of Lightning users. How should a Consultant track this?

- a) Use the Lightning Usage app and look at the monthly data graph.
- b) Use the Lightning Experience transition Change Management Hub.
- c) Create a report on users and filter for "Lightning user."
- d) Create a report on users and add a Lightning component.

Answer: a**Question: 4**

What are two considerations when configuring the lead conversion process?

(Choose two.)

- a) Custom lead fields can be mapped to account, contact, and opportunity fields.
- b) Roll-up summary lead fields can be mapped to custom contact fields.
- c) Standard lead fields are automatically converted to account, contact, and opportunity fields.
- d) Custom lead fields can be mapped to custom object fields.

Answer: a, c**Question: 5**

When an Opportunity Stage is marked as Closed Won, Cloud Kicks wants an email to be sent to a team of Executives. This email should include details about the Opportunity along with the related Opportunity Products and Account.

Which solution should the Consultant recommend to active this requirement?

- a) Use Workflow rules and HTML Email Templates
- b) Develop an Inbound Email Service
- c) Develop a custom Apex Trigger that uses custom email messaging
- d) Use Process Builder and HTML Email Templates

Answer: c**Question: 6**

Good Kicks has the goal of generating high-quality leads by implementing Sales Cloud. Which metrics should the consultant analyze to determine the success of this goal?

- a) Total number of Leads created by a Sales Rep
- b) Lead to Opportunity Conversion Rate
- c) Lead to Quote Conversion Rate
- d) Total number of Leads by source

Answer: b

Question: 7

During the Cloud 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) Cloud Kicks did not gain buy-in during the Analyze phase and the did not build buzz during the Build and Validate phase.
- c) A training plan was not made during the Validate phase and buzz was not during the Design and Validate phase.
- d) Cloud Kicks did not gain buy-in during the Design phase the solution was not designed.

Answer: a

Question: 8

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) Build a custom forecast report showing product groups.
- b) Implement Collaborative Forecasting with quota attainment.
- c) Build a forecast list view by product family group.
- d) Implement Collaborative Forecasting with product family.

Answer: b, d

Question: 9

Leads created from the "Contact Us" form on the Northern Trail Outfitters' website are not being followed-up on in a timely manner. Management wants to be notified when a lead has NOT been followed-up within 24 hours if being submitted. Which action should be recommended?

- a) Notify using publisher action
- b) Send an email using lead escalation rule
- c) Notify using Chatter on leads
- d) Send an email using time-based workflow

Answer: d

Question: 10

During the Deploy phase at Cloud Kicks, users are finding it difficult to use a new system, which is adoption. How should the consultant avoid this issue in the future?

- a) Gain buy-in during the Analyze phase.
- b) Conduct a Beta review during the Validate phase.
- c) Design a solution during the Build phase.
- d) Develop test scripts during the Plan phase.

Answer: b

Study Guide to Crack Salesforce Sales Cloud Consultant CRT-251 Exam:

- Getting details of the CRT-251 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the CRT-251 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Salesforce provided training for CRT-251 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the CRT-251 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on CRT-251 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for CRT-251 Certification

Make VMExam.com your best friend during your Salesforce Sales Cloud Consultant exam preparation. We provide authentic practice tests for the CRT-251 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual CRT-251 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the CRT-251 exam.

Start Online practice of CRT-251 Exam by visiting URL

<https://www.vmexam.com/salesforce/crt-251-salesforce-sales-cloud-consultant>