



Salesforce CRT-251

**Salesforce Sales Cloud Consultant Certification
Questions & Answers**

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CRT-251

[Salesforce Certified Sales Cloud Consultant](#)

60 Questions Exam – 69% Cut Score – Duration of 105 minutes



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Discover More about the CRT-251 Certification

Are you interested in passing the Salesforce CRT-251 exam? First discover, who benefits from the CRT-251 certification. The CRT-251 is suitable for a candidate if he wants to learn about Salesforce Consultant. Passing the CRT-251 exam earns you the Salesforce Certified Sales Cloud Consultant title.

While preparing for the CRT-251 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The CRT-251 PDF contains some of the most valuable preparation tips and the details and instant access to useful CRT-251 study materials [just at one click](#).

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	69%
Recommended Training / Books	Prepare for Your Salesforce Sales Cloud Consultant Credential Prepare for your Sales Cloud Consultant Certification Exam (CRT251) Essentials for New Lightning Experience Administrators (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 Lifecycle	<ul style="list-style-type: none"> - Given business requirements, metrics, key performance indicators (KPIs), or business challenges, determine the optimal solution in Sales Cloud. - Given a scenario, discuss common sales and marketing processes and anticipate key implementation considerations. - Understand when to use Sales Cloud features and related products such as Sales Engagement, Salesforce Inbox, Enterprise Territory Management, Opportunity Forecasting, Sales Cloud Einstein, and generative/predictive artificial intelligence (AI). - Transform business objectives and sales KPIs into reports and dashboards. 	23%
Implementation Strategies	<ul style="list-style-type: none"> - Prior to an implementation, assess user experience, the communication plan, training, and change management, and establish metrics that measure success. - During an implementation, outline and apply appropriate deployment considerations. - Post implementation, determine how to respond to low adoption and changing business requirements and user access, and plan for continuous improvement. 	15%
Practical Application of Sales Cloud Expertise	<ul style="list-style-type: none"> - Given a set of requirements, construct an end-to-end sales process within Salesforce that supports the business from Lead to Opportunity to Quote to Close. - Given a scenario, determine when it's appropriate to extend declarative development with custom development, third-party 	18%

Section	Objectives	Weight
	<p>applications, or Salesforce products. Analyze use cases and considerations for using productivity tools, such as email integrations, Slack, Salesforce Mobile, and third-party integrations.</p> <ul style="list-style-type: none"> - Given a set of business requirements, identify the appropriate security model (sharing rules, role hierarchy, Account Teams, Opportunity Teams). - Outline the capabilities, use cases, and design considerations when implementing Opportunity Products, Products, Price Books, Quotes, and the possible impact of multi-currency. - Explain how Campaign capabilities support the sales process. Given a set of requirements, determine how to support different business process scenarios for Leads and Opportunities. 	
Consulting Practices	<ul style="list-style-type: none"> - Leverage the project management lifecycle to deliver a successful solution on time and within budget. - Given a scenario, determine how to facilitate a successful consulting engagement. - Conduct discovery workshops, analyze business requirements, define solutions, and prioritize use cases. 	14%
Data Management	<ul style="list-style-type: none"> - Explain the use cases and considerations for data migrations and integrations. - Given a scenario, outline the scalability implications of a solution. - Discuss approaches for managing sales data quality in Salesforce. 	15%

Broaden Your Knowledge with Salesforce CRT-251 Sample Questions:

Question: 1

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: 2

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: 3

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: 4

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: 5

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: 6

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: 7

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: 8**

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: 9**

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: 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

Avail the Study Guide to Pass Salesforce CRT-251 Sales Cloud Consultant Exam:

- Find out about the CRT-251 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the [CRT-251 syllabus](#), it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the CRT-251 training. Joining the Salesforce provided training for CRT-251 exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the [CRT-251 sample questions](#) and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. CRT-251 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

- Passing the CRT-251 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the CRT-251 Certification

VMExam.Com is here with all the necessary details regarding the CRT-251 exam. We provide authentic practice tests for the CRT-251 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on VMExam.Com for rigorous, unlimited two-month attempts on the [CRT-251 practice tests](#), and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Salesforce Certified Sales Cloud Consultant.

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