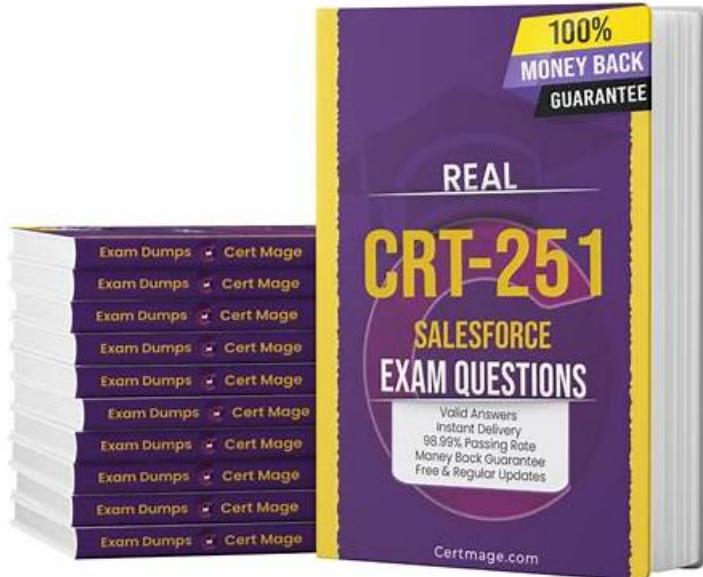


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That's why 2Pass4sure offers actual Salesforce Certified Sales Cloud Consultant (CRT-251) exam questions to help candidates pass the exam and save their resources. The Salesforce CRT-251 Exam Questions provided by 2Pass4sure is of the highest quality, and it enables participants to pass the exam on their first try.

Salesforce CRT-251 exam covers various topics related to Sales Cloud, such as designing and implementing custom objects, managing leads and opportunities, creating sales processes, and configuring sales quotas and forecasts. Candidates are also expected to have a deep understanding of Salesforce security and data management, as well as knowledge of integration with other systems.

Salesforce CRT-251, also known as the Salesforce Certified Sales Cloud Consultant exam, is a certification program designed for professionals who want to demonstrate their expertise in sales cloud consulting. Salesforce Certified Sales Cloud Consultant certification is highly recognized in the industry and is essential for individuals who aspire to work in the field of sales cloud consulting. The CRT-251 Exam validates the candidate's knowledge and skills in implementing Salesforce Sales Cloud solutions, and it is a prerequisite for the Salesforce Certified Technical Architect (CTA) certification.

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Salesforce Certified Sales Cloud Consultant certification exam, or CRT-251, is designed to test the knowledge and skills of individuals who work as sales consultants within the Salesforce ecosystem. Salesforce Certified Sales Cloud Consultant certification is meant for those who have experience in implementing Sales Cloud solutions and are looking to further their career in the field.

CRT-251 Exam is considered to be one of the most challenging Salesforce certifications, requiring a deep understanding of Sales Cloud features and best practices.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q12-Q17):

NEW QUESTION # 12

Cloud Kicks uses Salesforce to manage business Accounts and Person Accounts. The sales director wants to associate Person Accounts to business Accounts and/or Contacts.

Which approach should the consultant recommend to meet these requirements?

- A. Create a custom lookup from Account to Contact.
- **B. Use the Contacts to Multiple Accounts feature.**
- C. Create a junction object between Account and Contact.

Answer: B

Explanation:

To associate Person Accounts with Business Accounts and/or Contacts, using the Contacts to Multiple Accounts feature is the most appropriate recommendation. Here's why:

Flexible Relationships: This feature allows Person Accounts to be linked to multiple Business Accounts or Contacts, facilitating complex relationships between individual customers and businesses.

Standard Salesforce Functionality: The Contacts to Multiple Accounts feature is built into Salesforce and provides a straightforward way to manage associations between Person Accounts and Business Accounts without requiring custom objects or additional configurations.

Salesforce Best Practices: Salesforce supports this feature for organizations needing flexibility in relationship management, which is ideal for scenarios involving Person Accounts.

Reference:

In summary, using the Contacts to Multiple Accounts feature (Option A) is recommended to associate Person Accounts with Business Accounts and Contacts effectively in Cloud Kicks' Salesforce setup.

NEW QUESTION # 13

Cloud Kicks is running a campaign for the Shoe of the Month club. Sales management wants to use Campaign Influence features with Opportunities to attribute a percentage of success to Influential campaigns.

Which feature will allow for revenue share with standard and custom attribution models?

- A. Create a reporting snapshot for Campaign Influence.
- B. Create a formula field to track Campaign Influence.
- **C. Customizable Campaign Influence for reporting.**

Answer: C

NEW QUESTION # 14

Cloud Kicks has identified the KPIs it wants to track for the year. The inside sales team wants a visual way to see the team's progress for the year.

What should the consultant recommend to meet the requirement?

- A. Modify a report based on KPIs.
- B. Set up a Path based on the KPIs.
- C. Install a KPI Tracker app from the AppExchange.
- **D. Set up a dashboard with the KPI reports.**

Answer: D

NEW QUESTION # 15

A small company has hired a consultant to plan its Sales Cloud implementation. The company wants to get up and running with Sales Cloud right away. The deadline has yet to be established and the requirements still need to be defined.

Which project management methodology should a consultant recommend to ensure the implementation is successful?

- A. Kanban
- B. Waterfall
- **C. Agile**

Answer: C

Explanation:

In situations where the deadline is flexible, and requirements are yet to be defined, Agile methodology is recommended for Sales Cloud implementation. Here's why:

Flexibility and Iterative Approach: Agile methodology accommodates evolving requirements through iterative cycles. This allows the company to start implementing Sales Cloud while refining and defining requirements progressively.

Quick Start: Agile's incremental approach means the team can begin with basic functionality and enhance it over time, which aligns with the company's goal of getting up and running quickly.

Salesforce Best Practices: Salesforce recommends Agile methodology for projects with changing requirements and an emphasis on quick delivery, ensuring adaptability and continuous improvement.

Reference:

In summary, Agile (Option A) is the best methodology for a quick and adaptable Sales Cloud implementation with undefined requirements.

NEW QUESTION # 16

The sales director at Universal Containers wants to ensure that a custom field on the Lead object is excluded from Einstein Lead Scoring.

How should the consultant meet the requirement?

- A. Remove the custom field from Lead page layouts.
- **B. Omit the custom field from the Scoring Model.**
- C. Clear the custom field values on Lead records.

Answer: B

Explanation:

Einstein Lead Scoring in Salesforce allows admins to customize scoring models by including or excluding specific fields that contribute to the scoring algorithm. To ensure that a particular custom field on the Lead object is excluded from the scoring model, the consultant should omit the field from the Scoring Model configuration. This ensures that Einstein Lead Scoring will not consider that field when generating lead scores, which aligns with the sales director's request to exclude it from the scoring criteria.

For more details on configuring Einstein Lead Scoring models, you can refer to the Salesforce documentation: Einstein Lead Scoring Setup.

NEW QUESTION # 17

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