

2026 Test CRT-251 Cram Review | High-quality Salesforce Certified Sales Cloud Consultant 100% Free Practice Online



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Salesforce Certified Sales Cloud Consultant (CRT-251) exam is designed for professionals who want to demonstrate their expertise in implementing and consulting Salesforce Sales Cloud solutions. Salesforce Certified Sales Cloud Consultant certification is specifically designed for individuals who have experience in managing and configuring Salesforce Sales Cloud, including managing contacts, opportunities, and sales processes. CRT-251 exam covers a wide range of topics, including sales process design, lead and opportunity management, forecasting, and sales analytics.

In order to prepare for the CRT-251 Exam, candidates are encouraged to gain practical experience working with Sales Cloud and to study the official Salesforce study materials. CRT-251 exam consists of 60 multiple-choice questions and must be completed within 105 minutes. The passing score for the CRT-251 exam is 68%, and the exam can be taken online or in person at a proctored testing center.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q11-Q16):

NEW QUESTION # 11

A consultant has conducted Discovery sessions with Cloud Kicks stakeholders and is ready to start gathering use cases for Sales Processes.

Which two groups should provide content for the use cases?

Choose 2 answers

- A. Sales reps
- B. Sales operations

- C. Executives
- D. Finance team

Answer: A,B

Explanation:

Explanation

These two groups should provide content for the use cases for Sales Processes for Cloud Kicks. Sales reps are the primary users of the Sales Processes and they can provide information about their daily activities, challenges, needs, and expectations. Sales operations are responsible for designing, implementing, and managing the Sales Processes and they can provide information about the business requirements, best practices, metrics, and goals.

NEW QUESTION # 12

Cloud Kicks wants to measure the adoption of its Sales Cloud rollout.

Which key performance indicator (KPI) should the consultant recommend?

- A. Number of User logins in the last month
- B. Number of Community Contacts added In the last year
- C. Number of Opportunities Closed Lost In the last month

Answer: C

NEW QUESTION # 13

What are two considerations for enabling multiple currencies at Cloud Kicks? Choose 2 answers

- A. Changing the exchange rate automatically updates the converted amount on all records, except the closed Opportunities.
- B. Reports on these objects support multiple currencies: Accounts, Opportunity, Lead, case, and Opportunity product schedules.
- C. Once enabled, multiple currencies cannot be disabled.
- D. After enablement, primary currency display in the parenthesis and the secondary amount displays as usual.

Answer: B,D

NEW QUESTION # 14

Cloud Kicks (CK) is migrating Account and Contact information from a legacy CRM system into Salesforce using Data Loader.

Accounts in the legacy system have a unique ID field that is used to related Contacts to Accounts in the legacy system, CK wants to automatically match these Contacts to the relevant Accounts when loading Contacts into Salesforce.

What should a consultant recommend to meet the requirement?

- A. Create Master-Detail on Contact.
- B. Create Master-Detail on Account.
- C. Create External ID on Contact.
- D. Create External ID on Account.

Answer: D

NEW QUESTION # 15

Northern Trail Outfitters (NTO) wants to increase the productivity of its sales representatives. How can work.com be used to meet this requirement? Choose 2 answers

- A. Coaching goals can be linked to reports
- B. Coaching statistics can be linked to reports
- C. Feedback can be requested for the entire sales team
- D. Feedback can be given publicly or privately.

Answer: A,D

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