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Salesforce CRT-251 Exam consists of 60 multiple-choice questions, and candidates have 105 minutes to complete the exam. CRT-251 exam is administered by Salesforce and can be taken either online or at a testing center. The passing score for the CRT-251 exam is 67%, and the exam fee is \$200. Candidates who pass the CRT-251 exam earn the Salesforce Certified Sales Cloud Consultant certification, which is valid for two years.

Salesforce CRT-251 Exam is a comprehensive test that covers a range of topics related to Sales Cloud. CRT-251 exam includes questions on topics such as sales process design, sales forecasting, sales territories and quotas, opportunity management, account and contact management, and sales performance management. CRT-251 exam also covers topics related to data management, analytics, and reporting on Sales Cloud.

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Salesforce CRT-251 (Salesforce Certified Sales Cloud Consultant) Certification Exam is a highly respected certification in the field of sales cloud consulting. CRT-251 exam is designed to test the knowledge, skills, and abilities of individuals who work with the Sales Cloud, Salesforce's customer relationship management (CRM) platform. Salesforce Certified Sales Cloud Consultant certification validates an individual's expertise in implementing and configuring Salesforce Sales Cloud solutions.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q69-Q74):

NEW QUESTION # 69

Universal Containers (UC) is going to kick off a Sales Cloud implementation project next month. In preparation for discovery workshops with the business stakeholders, the project manager has asked for a list of key topics the team wants to ask the client about prior to the workshop.

Which topics will help the team get to know UC better?

- A. Budget, authority, need, and time
- B. Specific, measurable, achievable, relevant, and time-bound
- C. Goals, values, Initiatives, strategies, and obstacles

Answer: C

Explanation:

During the preparation phase for a Sales Cloud implementation project, understanding Universal Containers' goals, values, initiatives, strategies, and obstacles is essential for aligning Salesforce solutions with business needs. These topics help the consulting team to understand the organization's overarching priorities, challenges, and long-term objectives.

Understanding Business Context: By discussing goals and values, the team gains insight into what drives UC's business. This context helps in designing solutions that align with the company's mission and key objectives.

Assessing Current and Future Strategies: Learning about ongoing initiatives and strategies provides clarity on what UC is currently focused on and what they aim to achieve. Identifying obstacles helps in foreseeing potential challenges in implementation.

Option B (specific, measurable, achievable, relevant, and time-bound) pertains to goal-setting frameworks, and Option C (budget, authority, need, and time) is specific to sales qualification rather than discovery workshops for understanding an organization's business context. For guidance on preparing for discovery workshops, refer to Salesforce's Discovery Process Best Practices.

NEW QUESTION # 70

Sales leadership at Universal Containers is concerned that sales reps are negotiating deals with contacts without the authority to make a decision, resulting in lost deals.

What should the consultant recommend to resolve the issue?

- A. Require sales reps to add the stakeholder as the decision maker on each opportunity before the rep can progress the stage.
- B. Enable Opportunity Teams so sales reps can track the decision maker for each opportunity.
- C. Allow sales reps to mark the contact on each opportunity as "Primary" to indicate the decision maker.

Answer: A

Explanation:

To ensure that sales reps are negotiating with contacts who have the authority to make decisions, the consultant should recommend requiring sales reps to add the stakeholder as the decision maker on each opportunity before they can progress the stage. This approach enforces accountability and ensures that sales reps are identifying and engaging with the appropriate decision-makers early in the sales process.

Implementing such a requirement helps reduce the risk of negotiating with non-decision makers and increases the likelihood of successful deals.

NEW QUESTION # 71

Cloud Kicks has recently hired a new inside sales team. Management wants to ensure that steps in the sales process are clear and adhered to by the team. Each step must have clear guidelines, support materials, and coaching tips.

What should the consultant recommend to support the new sales team and management?

- A. Create a Path on the Opportunity object.
- B. Create a flow paired to each of the Opportunity stages.
- C. Create Validation Rules on the Opportunity Stage field.

Answer: A

Explanation:

To ensure that steps in the sales process are clear and adhered to by the new inside sales team, the consultant should recommend creating a Path on the Opportunity object. Salesforce Path provides a visual representation of the stages in a business process. It allows administrators to define key fields, guidance for success, and specific steps that need to be completed at each stage. This feature is ideal for providing clear guidelines, support materials, and coaching tips for each step of the sales process, helping sales teams stay on track and adhere to best practices.

NEW QUESTION # 72

In a recent management meeting, the VP of sales voiced concern over the current economic environment. To better understand the effectiveness of its marketing efforts, the VP expressed a need to monitor and reduce churn going forward.

Which strategy should a consultant recommend to address the VP's concern?

- A. Create a year over year sales by Account report.
- B. Create an average stage duration by Opportunity report.
- C. Create a Historical Trending report.

Answer: A

NEW QUESTION # 73

Cloud Kicks (CK) wants to migrate data from its existing enterprise resource planning (ERP) system to CK wants to organize its data using the unique ID that is a number type in the ERP.

What should the consultant recommend to meet the requirement?

- A. Map the ERP unique ID to a custom external ID unique number field.
- B. Create an external ID unique number field in the ERP labeled ERP unique ID.'
- C. Create a text field and insert the ERP unique ID.
- D. Use the ERP unique ID as the Salesforce ID.

Answer: A

NEW QUESTION # 74

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