

# CRT-251最新考題，CRT-251考試證照



2026 KaoGuTi最新的CRT-251 PDF版考試題庫和CRT-251考試問題和答案免費分享：<https://drive.google.com/open?id=1Iiq0ok2gSVPiFtR6WTSkzkAm4YVweaOo>

KaoGuTi 就是一個能使 CRT-251 認證考試的通過率提高的一個網站。我們的資深IT專家在不斷研究出各種成功通過 Salesforce CRT-251 認證考試的方案，他們的研究成果可以100%保證一次性通過 Salesforce CRT-251 認證考試。在我們的支援下，您不但能順利通過考試，還能節省了時間和金錢。此外，我們承諾如果不通過 CRT-251 考試，將100%退款。

通過Salesforce CRT-251考試對於希望在Salesforce生態系統中推進職業的銷售專業人員來說是一個重要的成就。這不僅驗證了他們在實施和管理銷售雲解決方案方面的知識和技能，還開闢了新的職業機會。隨著對Salesforce專家的需求不斷增加，擁有CRT-251證書可以幫助專業人士在競爭激烈的就業市場中脫穎而出，提高他們的收入潛力。

Salesforce CRT-251考試是一項基於計算機的考試，由60個多項選擇問題組成。考試持續時間為105分鐘，通過得分為67%。該考試涵蓋了一系列主題，包括Salesforce產品和功能，銷售方法，潛在客戶管理，機會管理，預測以及報告和儀表板。候選人必須對這些主題有牢固的了解才能通過考試。

>> CRT-251最新考題 <<

CRT-251考試證照，新版CRT-251題庫上線

KaoGuTi 考題網覆蓋了真實的 CRT-251 考試指南，並根據其編定適合全球考生都能通用的 CRT-251 題庫，讓每一位考生都能順利通過 Salesforce CRT-251 考試。我們承諾使用 CRT-251 考題的考生可以一次通過相關認證考試，對於一次不過的全額退款，避免您的後顧之憂。你現在就可以去網上可以免費下載我們提供的部分關於 Salesforce CRT-251 題庫的模擬測試題和答案作為嘗試。

## 最新的 Salesforce Sales Cloud Consultant CRT-251 免費考試真題 (Q45-Q50):

### 問題 #45

How can a consultant determine which capabilities of a Sales Cloud implementation are required during the Discovery phase?

- A. Establish KPIs for end users.
- **B. Observe end users.**
- C. Demo Sales Cloud to end users.

答案: B

解題說明:

During the Discovery phase, observing end users in their natural work environment provides invaluable insights into their workflows, pain points, and needs. This approach helps consultants understand the context in which users operate, informing more tailored recommendations and configurations for the Sales Cloud implementation. Observing users can reveal specific requirements that might not surface through interviews alone, making it a foundational method for accurately determining the necessary capabilities for the implementation.

### 問題 #46

Universal Containers uses a custom object named "Analysis", which is the child in a master-detail relationship with the Opportunity object. Sales teams use this object to create requests for supporting research. Sales teams use the Salesforce Mobile App and want to easily create new Analysis records from their phones.

What should a consultant recommend to meet this requirement?

- A. Create an Action.
- **B. Create a custom object tab.**
- C. Create a related list button.
- D. Create a Visualforce page.

答案: B

### 問題 #47

Cloud Kicks is utilizing Advanced Currency Management. The sales director submitted a request to display the total amount of all the open opportunities related to the account on the Account page layout.

How should the consultant implement a solution to meet the requirement?

- A. Create a roll-up summary field on the Account object.
- B. Use 2 custom formula field on the Opportunity object,
- **C. Use a record-triggered flow to set the value on the account.**

答案: C

解題說明:

To display the total amount of all the open opportunities related to the account on the Account page layout while using Advanced Currency Management, the consultant should use a record-triggered flow to set the value on the account. Advanced Currency Management complicates the use of standard roll-up summary fields due to multiple currency rates. A record-triggered flow can be configured to calculate the total amount of open opportunities and update a custom field on the Account record accordingly, ensuring the displayed amount is accurate and up-to-date.

### 問題 #48

Universal Containers (UC) does business with a contact associated with a specific account with the contact role of executive. The

contact is also on the board of a nonprofit that has requested a charitable donation from UC. UC wants to track the contact on both accounts.

What is the most efficient solution that the consultant should implement to meet the requirement?

- A. Create a new Contact record related to the nonprofit account.
- B. Create a new lookup field on the Contact record.
- C. Enable the Contact to Multiple Accounts feature.

答案： C

解題說明：

The "Contact to Multiple Accounts" feature in Salesforce allows a single contact to be associated with multiple accounts without the need to duplicate the contact record. This is particularly useful for tracking relationships where a contact has roles in multiple organizations, such as in this scenario where the contact is associated with both a business account and a nonprofit. Enabling this feature provides an efficient solution to manage complex relationships.

References:

- \* Contacts to Multiple Accounts
- \* Enable Contacts to Multiple Accounts

#### 問題 #49

Cloud Kicks (CK) has just started selling its products internationally. Management wants Salesforce Opportunities and forecasting to reflect the respective currency of CK's prospects which include the U.S. dollar, euro, British pound, and Japanese yen.

In which two ways will this impact the existing CK price book?

Choose 2 answers

- A. Every currency price needs to be added to all of the products in the standard price book.
- B. Each currency requires its own custom price book
- C. Each user can select their personal currency.
- D. Opportunities to multinationals can induce more than one currency.

答案： B,D

解題說明：

Explanation

According to the Salesforce Sales Cloud Consultant Study Guide, in order to support multiple currencies in Salesforce Opportunities and forecasting, each currency requires its own custom price book. It is not necessary for each user to select their personal currency or for every currency price to be added to all of the products in the standard price book.

#### 問題 #50

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由於你的夢想很高，你可以找到很多幫助你準備的材料。我們KaoGuTi Salesforce的CRT-251考試認證考古題，可以幫助你實現你的理想，我們KaoGuTi Salesforce的CRT-251考試是由高度認證的IT專業人士在該領域的經驗的集合與創新，我們的產品將讓你嘗試所有可能的問題，我們可以給你保證，確保考生得到深入探討問題00%真實的答案。

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