

## My Review On Salesforce CRT-251 Exam Questions

**Salesforce Certified Sales Cloud Consultant**

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1.Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various

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To become a Salesforce Certified Sales Cloud Consultant, individuals need to pass the CRT-251 exam. CRT-251 exam comprises 60 multiple-choice questions and lasts for 105 minutes. Candidates must score at least 68% to pass the exam. CRT-251 exam fee is \$200, and the certification is valid for two years.

Salesforce CRT-251 exam is a challenging exam that covers a wide range of topics related to Salesforce Sales Cloud, including sales strategy, sales process, sales forecasting, sales analytics, and sales automation. CRT-251 Exam is designed to test an individual's understanding of how to implement and optimize Salesforce Sales Cloud solutions to meet the specific needs of their clients or organization.

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Salesforce CRT-251, also known as the Salesforce Certified Sales Cloud Consultant certification exam, is an industry-recognized certification that validates a professional's expertise in implementing Sales Cloud solutions. CRT-251 Exam is designed for individuals who have experience with the Salesforce platform and are looking to demonstrate their knowledge and skills in Sales Cloud implementation.

### Salesforce Certified Sales Cloud Consultant Sample Questions (Q135-Q140):

**NEW QUESTION # 135**

The Cloud Kicks sales team can create leads for both business and individual customers. Person Accounts have been enabled in its Salesforce org. How can the Consultant ensure that Leads are converted into either a business Account or a person Account where appropriate?

- A. Ensure the Company field is left blank to ensure it is converted into a person Account.
- B. Ensure the Company field is populated with "Person" to ensure it is converted into a person Account.
- C. Ensure the Person Account checkbox on the Lead is checked prior to conversion.
- D. Ensure that there are separate record types for business Account Leads and person Account Leads.

**Answer: A**

**NEW QUESTION # 136**

Cloud Kicks has a Web-to-Lead form on its website. Following an update to the form to add new picklist values, some leads are routing to the default lead owner. What should the consultant validate when troubleshooting the issue?

- A. Picklist values are included in only one rule entry.
- **B. The picklist values are part of Lead assignment rule criteria.**
- C. A new web-to-lead form needs to be created to reflect the new picklist values.

**Answer: B**

**Explanation:**

When troubleshooting leads routing to the default lead owner, the consultant should validate that the new picklist values are part of the Lead assignment rule criteria. Here's why:

**NEW QUESTION # 137**

- **A. Activity Tracking**
- B. Renewal Rate
- C. Forecast Accuracy
- D. Close Rate

**NEW QUESTION # 138**

- A. Data Import Wizard
- B. Data Loader
- C. Third-party tool

**NEW QUESTION # 139**

- A. Use the standard external Id field and map this to the original record Id value
- B. Use a custom external Id field and map this to the original record id value
- C. Use the standard external Id field and map this to the current record Id Value
- D. Use a custom field named external Id and map this to the current record Id Value

**NEW QUESTION # 140**

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