# My Review On Salesforce CRT-251 Exam Questions



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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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Our CRT-251 study question contains a lot of useful and helpful knowledge which can help you find a good job and be promoted quickly. Our CRT-251 test pdf is compiled by the senior experts elaborately and we update them frequently to follow the trend of the times. Before you decide to buy our study materials, you can firstly look at the introduction of our CRT-251 Exam Practice materials on our web. Or you can free download the demo of our CRT-251 exam questions to have a check on the quality.

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:

Assignment Rule Logic: If the newly added picklist values are not included in the lead assignment rules, Salesforce will not recognize them for routing and will instead send leads to the default owner.

Ensuring the criteria cover all picklist options is essential for correct routing.

Consistency with Web-to-Lead: The lead assignment rules must align with the Web-to-Lead form options. If the form contains new picklist values, these values must also be accounted for in the assignment criteria.

Salesforce Best Practices: Salesforce recommends regularly reviewing and updating assignment rules, especially after adding new fields or values that impact lead routing. Reference:

In summary, the consultant should validate that the new picklist values are included in the Lead assignment rule criteria (Option A) to ensure proper lead routing.

### **NEW OUESTION #137**

Cloud Kicks requires its sales associates to record all customer interactions within Salesforce. Which sales metric can a sales manager at Cloud Kicks use to monitor and reinforce its sales strategy?

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

#### Answer: A

#### Explanation:

Activity tracking is a sales metric that can help a sales manager at Cloud Kicks monitor and reinforce its sales strategy. Activity tracking can show how many calls, emails, meetings, and other actions sales associates are taking to engage with their customers and prospects. Activity tracking can also help evaluate the effectiveness and efficiency of the sales associates, and provide insights for coaching and feedback. Verified Reference:

https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf (page 23)

https://trailhead.salesforce.com/en/content/learn/modules/sales\_admin\_analyze\_business\_with\_reports\_and\_dashboards/sales\_admin\_analyze\_business\_with\_reports\_and\_dashboards/sales\_admin\_analyze\_business\_with\_reports\_and\_dashboards.

### NEW QUESTION # 138

Universal Containers is planning to migrate two million account records and 10 million contact records from its existing legacy CRM application to Sales Cloud. Which solution should the consultant recommend?

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

#### Answer: C

#### Explanation:

For migrating large volumes of data, such as two million accounts and ten million contacts, a third-party tool is recommended. Here's why:

Scalability and Performance: Third-party ETL (Extract, Transform, Load) tools are optimized for handling large data migrations and can better manage the complexities and scale of Cloud Kicks' data migration requirements than standard Salesforce tools.

Data Quality and Transformation: These tools provide advanced capabilities for data cleansing, deduplication, and transformation, ensuring high data quality during migration.

Salesforce Best Practices: For large data sets, Salesforce advises using ETL tools that are specifically built to handle bulk data operations, as they offer better error handling, logging, and performance for large-scale migrations.

Reference:

In summary, a third-party tool (Option A) is the best solution for migrating extensive data volumes efficiently and reliably.

### NEW QUESTION # 139

Northern Trail Outfitters (NTO) decided to start using salesforce for all its sales automation its current sales database has about 50 million records. These records were all migrated into the database from other legacy systems. After migration to salesforce NTO wants to be able to search and cross reference records with the original source system. What should a consultant recommend to meet the requirement?

- 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
- $\bullet~$  D. Use a custom field named external Id and map this to the current record Id Value

### Answer: B

# NEW QUESTION # 140

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