

# Pass Guaranteed Quiz 2026 Salesforce CRT-251: Salesforce Certified Sales Cloud Consultant–High-quality Relevant Answers



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Salesforce Certified Sales Cloud Consultant certification exam, or CRT-251, is designed to test the knowledge and skills of individuals who work as sales consultants within the Salesforce ecosystem. Salesforce Certified Sales Cloud Consultant certification is meant for those who have experience in implementing Sales Cloud solutions and are looking to further their career in the field. CRT-251 exam is considered to be one of the most challenging Salesforce certifications, requiring a deep understanding of Sales Cloud features and best practices.

Passing the Salesforce CRT-251 exam requires extensive preparation and dedication. Candidates must have a thorough understanding of the Salesforce Sales Cloud platform and be familiar with its various features and functionalities. They should also have strong analytical and problem-solving skills, as the exam requires them to analyze complex scenarios and provide suitable solutions. Earning the Salesforce Certified Sales Cloud Consultant certification can open up numerous career opportunities and is a valuable investment for any sales cloud professional.

Salesforce CRT-251 Certification Exam is designed for professionals who specialize in sales cloud consulting. CRT-251 exam measures the skills and knowledge required to design and implement sales cloud solutions that meet customer needs. Salesforce Certified Sales Cloud Consultant certification exam covers a wide range of topics including sales process, lead management, opportunity management, forecasting, collaboration, and reports and dashboards. CRT-251 exam also covers the best practices for configuring and customizing Salesforce CRM to meet specific business requirements. In addition, the exam tests candidates' knowledge of the latest trends and technologies in sales cloud computing.

>> **CRT-251 Relevant Answers** <<

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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q48-Q53):

### NEW QUESTION # 48

Universal Containers compensates its sales team based on their achievement of the company's sales revenue goals. The sales ops team needs to track the sales reps' performance against these goals.

How should the consultant meet the requirement?

- A. Configure custom objects and use automation to calculate and store attainment.
- B. Construct Opportunity Reports with custom formulas to show attainment.
- C. Build automation to aggregate and report on revenue attainment from the User object.
- D. **Configure sales quotas and compare quota attainment on the forecast.**

**Answer: D**

Explanation:

Explanation

Sales quotas are the revenue or quantity goals that are assigned to users, teams, or territories for a specific time period. Quotas can be configured manually or imported from a CSV file, and they can be viewed and edited on the Quotas page or on reports. Quota attainment is the percentage of quota achieved by a user, team, or territory for a given period. Quota attainment can be compared with forecast amounts on the forecast page or on reports, to track the sales team's performance against their goals.

### NEW QUESTION # 49

A customer notices a large increase in leads created overnight which exceed the daily limits. Upon examination, the leads appear to be created by bots. The customer uses a standard web-to-lead form without safeguards in place to limit spam on forms.

What should the consultant recommend as the first line of defense before republishing the form?

- A. Engage the web services team to write custom CSS for the form
- B. Use a custom Web-to-Lead alternative with built-in protection.
- C. **Select Require reCAPTCHA Verification in Web-to-Lead settings**
- D. Use an AppExchange package to add a honeypot field.

**Answer: C**

Explanation:

Explanation

reCAPTCHA is a service that protects websites from spam and abuse by using a simple test to verify that users are human. By enabling reCAPTCHA verification in Web-to-Lead settings, the customer can prevent bots from submitting web-to-lead forms and creating unwanted leads.

### NEW QUESTION # 50

Cloud Kicks has organization-wide defaults set to Private for Account.

With the rollout of Opportunity Teams, what should a consultant consider?

- A. Opportunity should be set to Public Read/Write first.
- B. **The Opportunity's Account will be implicitly Read for the team**
- C. The Opportunity will be implicitly Write for the team.

**Answer: B**

### NEW QUESTION # 51

Cloud Kicks wants to integrate back-end systems with Salesforce. To track the "Shoe of the Month" product shipments to each customer and the associated tracking information is stored in a back-end tracking system. Which set of this integration?

- A. Custom object "Status," Opportunity line Item, Product
- B. Custom Lightning Component, opportunity, Lead, Product
- C. Custom object "Status," Opportunity, Lead, Account, Product
- D. Custom Lightning Component, Opportunity, Product

- E. Custom object "Status," Opportunity, Product

**Answer: E**

## NEW QUESTION # 52

The VP of sales at Cloud Kicks wants the sales team to use the Salesforce mobile app to complete their tasks. The sales team needs to create and edit leads, contacts, and opportunities with ease.

Which feature should the consultant recommend the sales team use?

- A. Smart Actions
- B. Einstein Activity Capture
- C. **Lightning Mobile Component**

**Answer: C**

### Explanation:

To enable the sales team to create and edit leads, contacts, and opportunities with ease using the Salesforce mobile app, the consultant should recommend the use of Lightning Mobile Components. Lightning Mobile Components provide a customizable and flexible interface that enhances the mobile user experience, allowing sales reps to perform essential tasks quickly and efficiently. These components are designed to be mobile-friendly and support the creation and editing of various records directly from the mobile app.

## NEW QUESTION # 53

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