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Salesforce CRT-251 exam is a comprehensive and challenging exam that requires a deep understanding of the Salesforce Sales Cloud. CRT-251 exam is comprised of 60 multiple-choice questions, which are designed to test the candidate's knowledge of Sales Cloud functionality, best practices, and business processes. CRT-251 exam has a time limit of 105 minutes, and candidates must achieve a passing score of 67% or higher to earn the certification.

Salesforce CRT-251, also known as the Salesforce Certified Sales Cloud Consultant, is a certification exam that is designed for professionals who are interested in demonstrating their expertise in Sales Cloud. Sales Cloud is a customer relationship management (CRM) platform that helps organizations manage their sales processes and customer interactions more effectively. The CRT-251 Exam is a comprehensive assessment of a candidate's knowledge and skills in Sales Cloud, as well as their ability to design and implement solutions that meet the specific needs of their clients.

Salesforce CRT-251 certification is highly valued by employers as it demonstrates the candidate's expertise in Salesforce Sales Cloud. Salesforce Certified Sales Cloud Consultant certification also validates the candidate's ability to implement and configure Salesforce Sales Cloud solutions. The Salesforce CRT-251 certification is a great way to enhance your career prospects as a sales cloud consultant.

>> Latest CRT-251 Practice Materials <<

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q155-Q160):

NEW QUESTION # 155

A consultant received feedback that various sales teams are providing inconsistent updates to leadership about the progress of deals. What should the consultant recommend for aligning processes and providing more reliable information about the pipeline to leadership?

- A. **Enable Sales Forecasting.**
- B. Customize Sales Path.
- C. Create a Sales Engagement report.

Answer: A

Explanation:

Enabling Sales Forecasting helps provide consistent updates and reliable information about the pipeline to leadership. Salesforce's Sales Forecasting feature allows sales teams to predict and plan for future sales outcomes based on current pipeline data. It aligns processes by standardizing how sales data is reported and ensures that all teams are using the same criteria and metrics for reporting progress on deals.

References:

- * Sales Forecasting Overview
- * Implementing Sales Forecasting

NEW QUESTION # 156

The Cloud Kicks sales team can create leads for both business and individual customers. Person Accounts have been enabled in its Salesforce org.

Which action should be taken to convert a lead into a Person Account?

- A. Enable Contacts to Multiple Accounts.
- B. Create an Individual Lead Record Type.
- C. **Populate the Company field with 'Person'.**
- D. Leave the Company field blank.

Answer: C

Explanation:

Explanation

To convert a lead into a Person Account, the Company field must be populated with 'Person'. This indicates that the lead is an individual consumer and not a business account. If the Company field is left blank, the lead conversion will fail.

NEW QUESTION # 157

Universal Containers is creating a new program to allow customers to pay for large orders over the course of 1 to 3 years in monthly instalments beginning in the month the products are sold. The admin needs to configure Sales Cloud to accommodate the new pricing terms and to help the finance department forecast easily.

What should the consultant recommend meeting the requirement?

- A. Set the default quantities to 12, 24, and 36 in a new Price Book for instalment sales.
- B. Create a Process Builder to create an Order for each instalment payment.
- C. Add a custom field to the Quotes object to capture the number of instalments.
- D. **Use Revenue Schedules to capture instalment payment plan details for each Product.**

Answer: D

Explanation:

Explanation

Revenue Schedules allow you to recognize revenue from a product over a period of time, rather than at the time of sale. You can create revenue schedules for products that are paid in instalments, and specify the amount and date of each instalment. This can help the finance department forecast the revenue more accurately and easily. Verified References:

<https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf> (page 15)

https://help.salesforce.com/s/articleView?id=sf.forecasts3_revenue_schedule.htm&type=5

NEW QUESTION # 158

Cloud Kicks (CK) is developing its organizational change management (OCM) and rollout strategy. The consultant has emphasized the value of leveraging the experiences of partners and customers within the Salesforce ecosystem. Which resource should the consultant recommend to help CK reach its goal?

- A. End user feedback
- B. Salesforce Premier Success
- C. Trailblazer Community

Answer: C

NEW QUESTION # 159

Cloud Kicks has hired a consultant to help with its quoting process. The consultant has determined that some quote custom fields should be viewed from the Opportunity.

What should a consultant consider when implementing the custom fields?

- A. Related Quote Items on all Quotes are impacted when an Opportunity Line Item is deleted.
- B. Opportunity fields are inaccessible when configuring a Quote Template.
- C. Only standard fields on the Quote object sync to the Opportunity.
- D. Related Opportunity Line Items remain when a synched Quote Line Item is deleted.

Answer: A

NEW QUESTION # 160

The evergreen field of Salesforce is so attractive that it provides non-stop possibilities for the one who passes the Salesforce CRT-251 exam. So, to be there on top of the IT sector, earning the Salesforce Certified Sales Cloud Consultant (CRT-251) certification is essential. Because of using outdated CRT-251 Study Material, many candidates don't get success in the CRT-251 exam and lose their resources. The CRT-251 PDF Questions of Exam4Tests are authentic and real.

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