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Salesforce CRT-251 exam covers various topics, such as prospecting and lead management, sales process design, forecasting and pipeline management, sales team management, and sales cloud implementation. CRT-251 exam is designed to test the skills of the candidates in these areas and assess their ability to apply their knowledge to solve real-world problems. CRT-251 Exam Questions are based on real scenarios, and candidates are required to provide practical solutions that can help businesses achieve their sales targets.

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To prepare for the exam, Salesforce offers a variety of training resources including instructor-led courses, online training modules, and study guides. Additionally, there are many third-party resources available such as study groups and practice exams to help candidates feel confident and well-prepared on exam day.

Earning the Salesforce CRT-251 certification can have numerous benefits for professionals. It can help them stand out in a crowded job market, increase their credibility and value to their organization or clients, and provide them with the opportunity to advance their career. Additionally, the certification demonstrates a commitment to ongoing learning and professional development, which can set individuals apart from their peers. Overall, the Salesforce CRT-251 Certification is an excellent way for professionals to demonstrate their expertise in Sales Cloud and showcase their commitment to their profession.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q158-Q163):

NEW QUESTION # 158

A salesperson at Northern Trail Outfitters (NTO) cannot view a contact's information from social profiles. NTO has Social Accounts and Contacts turned on in its account. Why is the salesperson unable to access the information?

- A. The information shown is based on the sales representative's social connection with the contact.
- B. The fields configured by Universal Containers' administrator on the contact page layout are missing.
- C. The link to the Facebook profile is NOT configured with the administrator password to access detailed information.
- D. Universal Containers must install an APP Exchange package to access public profile information for its users.

Answer: A

NEW QUESTION # 159

Cloud Kicks has recently set up Sales Cloud and wants to measure the health of an account by comparing the amount of emails that are exchanged in a month. What should the consultant recommend?

- A. Einstein Activity Capture
- B. Activity Report
- C. Salesforce Inbox

Answer: A

Explanation:

To track and measure the health of an account by monitoring email exchanges, Einstein Activity Capture is the recommended tool. It automatically logs emails and meetings from a rep's email and calendar directly into Salesforce, providing insights into customer engagement without manual data entry.

Automatic Data Capture: Einstein Activity Capture captures email interactions in real-time, providing an accurate and ongoing measure of account activity levels.

Insights into Account Health: By analyzing the volume of interactions captured each month, Cloud Kicks can assess engagement levels and proactively manage account relationships.

Option A (Salesforce Inbox) enhances email productivity but does not provide automated data capture for analysis, and Option B (Activity Report) requires manual logging of data for it to be effective. For more on Einstein Activity Capture, see Salesforce Einstein Activity Capture documentation.

NEW QUESTION # 160

Sales representatives at Northern Trail Outfitters (NTO) need to collaborate with customers on sales deals to gather requirements, analyse solutions, and deliver proposals. NTO wants to ensure that customers are fully engaged throughout each stage in the sales process. What solution should a consultant recommend to facilitate collaboration with customers? Choose 2 answers.

- A. Allow customers to follow opportunities in chatter
- B. Invite customers into private chatter groups.
- C. Share chatter files with customers

