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Salesforce CRT-251 認證在業界中受到高度重視，並在全球範圍內得到認可。認證專業人員需求量很高，因為他們可以展示對銷售雲解決方案的深刻理解，並為客戶提供有價值的洞察力。此外，認證專業人員被視為領域專家，往往被尋求諮詢和顧問角色。該認證還通過提供證明專業人士在 Salesforce 銷售雲解決方案方面的專業知識的寶貴標志，幫助專業人士推進職業生涯。總的來說，Salesforce CRT-251 認證是專業人士在競爭激烈的行業中區分自己，展示他們致力於為客戶提供高質量解決方案的優秀方式。

>> CRT-251软件版 <<

CRT-251更新 - CRT-251熱門認證

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最新的 Salesforce Sales Cloud Consultant CRT-251 免費考試真題 (Q180-Q185):

問題 #180

Northern Trail Outfitters (NTO) is planning to implement salesforce sales cloud to support its professional services division. The NTO sales team wants to easily see customer purchasing activity on account, contact, and contract detail pages. What should a consultant recommend to meet this requirement?

- A. Enable the orders object in salesforce to track customer purchases
- B. Create a custom object related to the account, contact and contact objects.
- C. Enable salesforce console for sales to see customer purchasing activity
- D. Create a global publisher action to view all customer purchasing activity

答案： A

問題 #181

A Consultant arrives for a requirements workshop, but key resources are absent. What is the likely reason the key resources are absent?

- A. The purpose and scope were not defined
- B. The project plan did not receive sign-off
- C. The resources were not on the Project Kick-off
- D. The proper roles, resources, and risks were not identified

答案： D

問題 #182

Universal Containers forecasts and closes business monthly, and it needs to store details of open opportunities weekly. The sales management team wants to analyze how the sales funnel is changing throughout the month. What should a consultant recommend to meet this requirement?

- A. Create a reporting snapshot to run daily and store the results in a custom object.
- B. Schedule a custom forecast report to run daily and store the results in a custom report folder.
- C. Create a reporting snapshot to run weekly and store the results in a custom object.
- D. Schedule a custom forecast report to run weekly and store the results in a custom report folder.

答案： D

問題 #183

A consultant has conducted discovery sessions with Cloud Kicks stakeholders and is ready to begin gathering use cases for deal processes.

Which group should provide content for the use cases?

- A. Business development team
- B. Finance team
- C. Leadership team

答案： A

解題說明：

The business development team is typically involved directly with deal processes, as they are responsible for prospecting and managing new business opportunities. They have first-hand insights into the workflows, challenges, and interactions that are part of the sales process. Gathering use cases from the business development team ensures that the implemented solution will address the actual needs and scenarios encountered during sales activities.

According to Salesforce's best practices, involving the business development team helps align the solution with real-world practices and provides actionable insights to build effective deal processes.

問題 #184

Cloud Kicks needs to implement a group of Campaigns that are related to a specific marketing initiative to report on success. What should a consultant recommend to meet the requirement?

- A. Use the existing Parent Campaign field.
- B. Use a Marketing dashboard from the AppExchange.
- C. Create a custom Campaign Purpose field.

- D. Create a custom Campaign Group object.

答案：A

問題 #185

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