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The CRT-251 exam covers a range of topics related to Salesforce Sales Cloud implementation and consulting. These include sales process configuration, data management, sales analytics, sales forecasting, and territory management. CRT-251 exam also tests the candidate's knowledge of Salesforce Sales Cloud features such as lead management, opportunity management, account and contact management, and sales collaboration. Salesforce Certified Sales Cloud Consultant certification requires candidates to have a comprehensive understanding of the Sales Cloud platform and its capabilities.

## Difficulty in writing SALESFORCE CRT-251 Exam

It is one of the toughest exam and it requires you a lot of hands-on experience. It is advisable to have prior knowledge of Cloud Solution Sales on SALESFORCE. The more experience you have, the more it is beneficial for you. Major challenging things which you can find in exam is about different scenario based questions, you must have strong understanding of Sales Techniques, Cloud Solutions, Cloud Services & Data Analytics. Candidates having thorough study and hands-on practice can help you to get prepare for this exam. It is all up to your decision we mean to say a source which you used for **CRT-251 exam** preparation it may be a book or an online source which offered you CRT-251. In these days people mostly prefer to buy their study material from an online platform and there are many online websites who are offering SALESFORCE CRT-251 Exam Test questions but they are not verified by experts. So, you have to choose a platform which gives you the best & authentic **SALESFORCE CRT-251 practice test** paper & **SALESFORCE CRT-251 exam dumps** and i.e. only you can have it at DumpsTorrent because all their exams are verified by the Subject Matter Expert.

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## Salesforce Certified Sales Cloud Consultant Sample Questions (Q173-Q178):

### NEW QUESTION # 173

Cloud Kicks (CK) has an external enterprise resource planning (ERP) system that stores product order information. CK wants to

view those orders as a related list on the account record in real time.  
Which best practice should the consultant recommend?

- **A. Implement Salesforce Connect and an external object to get real-time product order information, and add the external object as a related list on the Account.**
- B. Create external object product onto " information in Salesforce, run a nightly batch to get details from ERP, and add the external object as a related list on the Account.
- C. Implement Salesforce-to-Salesforce to get real-time product order information, and add it as a related list on the Account.
- D. Create a Lightning component, and get the real-time product order information from ERP using REST integration.

**Answer: A**

Explanation:

Salesforce Connect is a feature that allows users to access and view data from external sources in real time, without copying or syncing the data into Salesforce. An external object is a special kind of custom object that maps to a data source outside Salesforce, such as an ERP system. By implementing Salesforce Connect and an external object, CK can view the product order information from the ERP system as a related list on the account record, without storing or updating the data in Salesforce.

#### NEW QUESTION # 174

An executive at Cloud Kicks (CK) has asked its admin to create a diagram to show the high-level process areas within the business. CK plans to use the diagram to show the context of a new area of the business within the overall business.  
What should the admin create to meet this requirement?

- **A. Suppliers, Imports, Processes, Outputs, Customers (SIPOC) Diagram**
- B. Capability Model
- C. Value Stream Map
- D. Strengths, Weaknesses, Opportunities, Threats (SWOT) Diagram

**Answer: A**

Explanation:

Explanation

A SIPOC diagram is a tool that can be used to show the high-level process areas within a business, as well as the inputs and outputs of each process, and the suppliers and customers involved. It can help provide an overview of how a business operates and how different processes relate to each other. A SWOT diagram is used to analyze the strengths, weaknesses, opportunities, and threats of a business or a project. A value stream map is used to show the flow of value from customer demand to product delivery, and identify waste and improvement opportunities along the way. A capability model is used to describe the capabilities of a business or an organization, and how they support its goals and objectives

#### NEW QUESTION # 175

Cloud Kicks wants to know how many closed won Opportunities a Campaign has generated over the last 30 days. Which two steps should the consultant take to meet this requirement using standard functionality?  
Choose 2 answers

- **A. Ask the admin to enable Customizable Campaign Influence.**
- B. Add child Campaigns of the primary Campaign source automatically.
- C. Define rules for Campaigns to add Opportunities and then lock after 30 days.
- **D. Add criteria to the auto-association settings to limit the matches to the past 30 days.**

**Answer: A,D**

#### NEW QUESTION # 176

A Cloud Kicks sales team based in the U.S. is working on business development to grow market share in Australia. The organization has multi currency enabled and has added the Australian Dollar as an available currency. How can the Consultant allow the sales team to report on Australian deal values in USD?

- A. Create a formula field to perform a currency calculation on the Opportunity amount.
- B. Set each sales user's default currency to the Australian Dollar.

- C. Use USD for Australia Opportunity currencies
- **D. Enable parenthetical currency conversation.**

**Answer: D**

#### NEW QUESTION # 177

Sales managers at Cloud Kicks have noticed that information in some opportunity reports is incomplete. A consultant has performed an analysis and determined that opportunity stage reports often lack key information that sales managers expect at each stage because sales reps have yet to enter the data.

What should the consultant recommend so opportunity stage reports always contain the data managers expect?

- A. Mark the fields as required on the Page layout.
- B. Create an Auto launched flow to determine if required fields are missing.
- C. Customize Path and create validation rules dependent on stages.
- **D. Configure Path by checking the Key Field Required checkbox.**

**Answer: D**

Explanation:

Path is a feature that helps users visualize and update key fields for each stage of a process, such as an opportunity sales process. By checking the Key Field Required checkbox, the consultant can make sure that users enter the data that managers expect at each stage before moving to the next stage. This can improve data quality and reporting accuracy.

#### NEW QUESTION # 178

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