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The CRT-251 exam is intended for professionals who work as sales or marketing consultants, sales managers, sales operations managers, or business analysts. To pass the exam, candidates must demonstrate their proficiency in Salesforce Sales Cloud configuration, customization, and management. CRT-251 exam consists of 60 multiple-choice questions, and candidates have 105 minutes to complete it. CRT-251 exam is available in English and costs $200 per attempt. Passing CRT-251 exam is a great way to demonstrate your expertise in Salesforce Sales Cloud and enhance your career prospects in the Salesforce ecosystem.

Salesforce CRT-251 is a certification exam that is designed for individuals who are interested in becoming Salesforce Certified Sales Cloud Consultants. Salesforce Certified Sales Cloud Consultant certification is ideal for professionals who are looking to validate their knowledge and expertise in implementing Salesforce Sales Cloud solutions. Salesforce CRT-251 is a comprehensive exam that covers a wide range of topics related to Salesforce Sales Cloud, such as designing, implementing, and consulting on Salesforce Sales Cloud solutions.

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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 (Q189-Q194):

NEW QUESTION # 189
Universal Containers' current solution for managing its forecasts is cumbersome. The sales managers do NOT have visibility into their teams' forecasts and are NOT able to update the forecasts. As a result, the managers are continually asking their sales representatives to provide updated forecast data via email or phone. Which two solutions should a consultant recommend to help Universal Containers improve the management of their forecasts? (Choose two.)

- A. Configure weekly customized forecast reports and dashboards to be emailed to sales management.
- B. Enable override forecast permission in the Manager's profile.
- C. Create forecast Chatter groups where sales representatives can post and share their forecasts.
- D. Create a forecast hierarchy and assign managers to the forecast manager role.

Answer: B,D

NEW QUESTION # 190
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. Add criteria to the auto-association settings to limit the matches to the past 30 days.
- B. Add child Campaigns of the primary Campaign source automatically.
- C. Ask the admin to enable Customizable Campaign Influence.
- D. Define rules for Campaigns to add Opportunities and then lock after 30 days.

Answer: A,C

Explanation:
These are two steps that the consultant should take to meet the requirement of tracking closed won opportunities generated by a campaign over the last 30 days using standard functionality. Customizable Campaign Influence is a feature that allows users to measure and report on how campaigns influence opportunities throughout the sales cycle. Users can define different influence models, such as first touch, last touch, or custom rules, and assign percentages or amounts of credit to each campaign that influenced an opportunity. Auto-association settings are options that determine how campaigns are automatically associated with opportunities based on criteria such as contact roles, time frames, or record types. By adding criteria to limit the matches to the past 30 days, CK can ensure that only recent campaigns are associated with opportunities. By enabling Customizable Campaign Influence, CK can use reports and dashboards to analyze how many closed won opportunities a campaign has generated based on different influence models. Verified Reference: [Customizable Campaign Influence]; [Auto-Association Settings for Customizable Campaign Influence]

NEW QUESTION # 191
Northern Trail Outfitters (NTO) requires that each of its products is sold with 12 months of product maintenance. There is a separate opportunity product line item on the opportunity. Once an opportunity is closed/won and the order has been shipped to the customer, the service manager manually records the maintenance line item in the assets object and sends an alert 90 days prior to the expiration date. What should a consultant recommend to streamline this process?

- A. Request the sync order to asset feature from salesforce to create an asset record once an opportunity is closed/won.
- B. Create a trigger on the asset object once an opportunity is closed/won, and add a button to the opportunity layout.
- C. Install an AppExchange app or create a trigger to automatically create an asset record once an opportunity is closed/won.
- D. Turn on the sync asset feature from the asset settings to create an asset record once an opportunity is closed/won.

Answer: C

NEW QUESTION # 192
Cloud Kicks has a private sharing model on Accounts. Account executives need to ensure that specific users can qualify marketing Opportunities on their Accounts. There can be different users for a given Opportunity. Sales management needs to report on which users are assigned to Opportunities.
What should the consultant recommend to the account executives?

- A. Add specific users as Opportunity team members with a role that grants Read/Write access
- B. Share Accounts with specific users and their respective teams.
- C. Add specific users as Account team members with a role that grants Modify All access.
- D. Share Opportunities with specific users by granting Read access to Opportunities in their portfolio

Answer: A

Explanation:
Adding specific users as Opportunity team members with a role that grants Read/Write access allows account executives to share their Opportunities with other users who can help them qualify marketing Opportunities on their Accounts. Opportunity team members can view, edit, and delete the Opportunity, as well as add products, quotes, and activities. Sales management can report on which users are assigned to Opportunities by using the Opportunity Team Member report type.

NEW QUESTION # 193

The consultant at Universal Containers recently enabled forecasts. A sales manager is concerned that all open opportunities appear in the Pipeline forecast category. Opportunities in Perception Analysis and Proposal/Price Quote stages should appear in the Best-Case category. Opportunities in the Negotiation/Review stage should appear in the Commit category.

How should the consultant ensure opportunities appear in the correct forecast categories?

- A. Map opportunity stages to the appropriate forecast categories.
- B. Create a field update with Flow to update the forecast category based on the opportunity stage
- C. Update the opportunity stage picklist value labels to match the category to which they should be assigned
- D. Edit the probability percentage on opportunity stage picklist values.

Answer: A

NEW QUESTION # 194

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