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### Salesforce Certified Sales Cloud Consultant

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1.Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various

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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.

## **Salesforce Certified Sales Cloud Consultant Sample Questions (Q157-Q162):**

### **NEW QUESTION # 157**

A small company has hired a consultant to plan its Sales Cloud implementation. The company wants to get up and running with Sales Cloud right away. The deadline has yet to be established and the requirements still need to be defined.

Which project management methodology should a consultant recommend to ensure the implementation is successful?

- A. Waterfall
- **B. Agile**
- C. Kanban

**Answer: B**

Explanation:

In situations where the deadline is flexible, and requirements are yet to be defined, Agile methodology is recommended for Sales Cloud implementation. Here's why:

Flexibility and Iterative Approach: Agile methodology accommodates evolving requirements through iterative cycles. This allows the company to start implementing Sales Cloud while refining and defining requirements progressively.

Quick Start: Agile's incremental approach means the team can begin with basic functionality and enhance it over time, which aligns with the company's goal of getting up and running quickly.

Salesforce Best Practices: Salesforce recommends Agile methodology for projects with changing requirements and an emphasis on quick delivery, ensuring adaptability and continuous improvement.

Reference:

In summary, Agile (Option A) is the best methodology for a quick and adaptable Sales Cloud implementation with undefined requirements.

### **NEW QUESTION # 158**

Universal Containers wants to set up Einstein Activity Capture for Microsoft to allow automatic syncing of sales reps' Person Accounts with Microsoft contacts and vice versa.

Which consideration should the consultant be aware of?

- A. Lightning Sync works in conjunction with Einstein Activity Capture.
- **B. Einstein Activity Capture is supported in the Salesforce Classic interface.**
- C. New Person Accounts should be created in Salesforce and synced to Microsoft.
- D. New Person Accounts should be created in Microsoft and synced to Salesforce.

**Answer: B**

### **NEW QUESTION # 159**

Northern Trails Outfitters (NTO) is ready to start the next phase of its Salesforce implementation. A consultant recommends using Universal Process Notation (UPN) to document the business process maps NTO will use as its guide.

As NTO maps out its processes, which two key principals of UPN should the team keep in mind?

Choose 2 answers

- A. Attach supporting information at the detail level.
- **B. Keep version control and change history at the diagram level.**
- C. Use symbols of different colors, arrows, and swim lanes for clarity.
- **D. Limit the number of activity boxes on the screen to 8 to 10.**

**Answer: B,D**

#### NEW QUESTION # 160

Sales representatives at Northern Trail Outfitters are creating opportunities after they are closed/won. Sales management is concerned that pipeline and forecasting reports are inaccurate because of this.

Which two solutions should resolve this issue? (Choose two.)

- A. Run the opportunity pipeline standard report to view the upcoming opportunities by stage.
- **B. Use a workflow rule to email sales management when the opportunity is created in the closed/won stage.**
- **C. Create a report that displays opportunities that have a closed date less than or equal to the created date.**
- D. Create a workflow rule that automatically updates the opportunity to the first stage in the sales process.

**Answer: B,C**

#### NEW QUESTION # 161

Sales reps at Cloud Kicks are responsible for creating leads manually and uploading leads. The marketing department has noticed that some leads are missing important information.

Which functionality should the consultant apply to ensure that the main fields are populated?

- **A. Required fields**
- B. Path with key fields
- C. Screen flows

**Answer: A**

#### NEW QUESTION # 162

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