CRT-251 Pass Test Guide - Valid CRT-251 Test Guide

What's more, part of that Prep4away CRT-251 dumps now are free: https://drive.google.com/open?id=1cLWQIdqGeqgduT-EOW2APnGNCzNz9vJg

If you can possess the certification, your competitive force in the job market will be improved, and you can also improve your salary. CRT-251 exam dumps can help you pass the exam and obtain the certification successfully. With a professional team to edit and verify, CRT-251 exam materials are high quality and accuracy. In addition, we offer you free demo to have a try, so that you can know what the complete version is like. We have online and offline chat service, and the service staff possess the professional knowledge for CRT-251 Exam Materials, if you have any questions, you can consult us.

Passing the Salesforce CRT-251 Exam requires extensive preparation and dedication. Candidates must have a thorough understanding of the Salesforce Sales Cloud platform and be familiar with its various features and functionalities. They should also have strong analytical and problem-solving skills, as the exam requires them to analyze complex scenarios and provide suitable solutions. Earning the Salesforce Certified Sales Cloud Consultant certification can open up numerous career opportunities and is a valuable investment for any sales cloud professional.

>> CRT-251 Pass Test Guide <<

Valid CRT-251 Test Guide, Test CRT-251 Online

Prep4away's experts have simplified the complex concepts and have added examples, simulations and graphs to explain whatever could be difficult for you to understand. Therefore even the average exam candidates can grasp all study questions without any difficulty. Additionally, the CRT-251 Exam takers can benefit themselves by using our testing engine and get numerous real exam like practice questions and answers. They will help them revising the entire syllabus within no time.

Overview about SALESFORCE CRT-251 Exam

- Passing Score: 68%
- Retake Fee : 100 USD
- Registration Fee: 200 USD
- Length of Examination: 105 minutes

Salesforce Certified Sales Cloud Consultant Sample Questions (Q83-Q88):

NEW QUESTION # 83
Cloud Kicks (CK) has recently lost several large deals to a competitor. CK management wants to start tracking the reasons why opportunities are being lost.
What is the most efficient way for a consultant to meet this requirement?

- A. Create a Competitors channel in Slack to share insights and stories.
- B. Create a new custom object and automation to track competitors.
- C. Create a new custom field on the Opportunity object.

Answer: C

Explanation:
To track the reasons why opportunities are lost, creating a new custom field on the Opportunity object is the most efficient solution. Here's why:
Simplicity and Efficiency: A custom field allows users to select predefined reasons for lost opportunities directly on the Opportunity record, providing a streamlined method for data entry and reporting.
Data Collection and Reporting: With a dedicated field, CK can easily gather consistent data on lost reasons and generate reports to identify trends. This helps management understand why deals are lost and adjust strategies accordingly.
Salesforce Best Practices: Salesforce encourages the use of custom fields to track critical sales data points, making it easy to capture and analyze specific metrics related to opportunity outcomes.
Reference:
In summary, creating a new custom field on the Opportunity object (Option C) provides a straightforward and effective way for Cloud Kicks to track reasons for lost opportunities.

NEW QUESTION # 84
Northern Trail Outfitters' sales representatives have to be certified to sell items in its Professional catalog.
Which two ways should Salesforce be set up to prevent those who are NOT certified from adding these items to opportunities? (Choose two.)

- A. Utilize a validation rule on products marked as requiring certification to prevent them from being added to an opportunity.
- B. Utilize a separate price book for the products requiring certification and only share the price book to users who are certified.
- C. Utilize a validation rule on opportunity products to prevent them from adding products marked as requiring certification if they are NOT certified.
- D. Utilize a criteria-based sharing rule on products marked as requiring certification to only share the products to users who are certified.

Answer: B,C

NEW QUESTION # 85
The admin at Universal Containers is attempting to retire a Product that is being replaced by a newer version, but they are receiving an error because the Product is associated to an Opportunity.
What should the consultant recommend to resolve the issue most efficiently?

- A. Archive the Product and each related Price Book entry.
- B. Create a flow to delete the Product from the Price Book.
- C. Edit the Product record and uncheck the Active field.

Answer: C

Explanation:
To retire a Product that is associated with an Opportunity, the most efficient solution is to edit the Product record and uncheck the Active field. Here's why:
Deactivating the Product: Unchecking the Active field will effectively remove the Product from availability without requiring deletion from price books or the system. This ensures that the Product is no longer available for new opportunities but remains intact for historical records.
Salesforce Best Practices: Salesforce recommends deactivating Products when they should no longer be available for selection in new records. This method preserves data integrity while making the Product inactive for future transactions.
Reference:
In summary, editing the Product record and unchecking the Active field (Option C) is the most straightforward way to retire a Product associated with existing opportunities.

NEW QUESTION # 86
A sales manager at Cloud Kicks wants the sales team to stay informed about the team's progress in Quip.
Which approach should a consultant recommend?

- A. Connect a document or spreadsheet to a Slack channel.
- B. Utilize Salesforce Notes standalone related list in Lightning Experience.
- C. Use Salesforce Chatter groups and enable access to the sales team.
- D. Use Salesforce Chatter groups and restrict access to the sales team.

Answer: A

Explanation:
Explanation
User stories are a way of capturing requirements using an Agile methodology. User stories describe what a user wants to do, why they want to do it, and how it will benefit them. User stories are written from the user's perspective, using simple and clear language. User stories can help the consultant understand the customer's needs and priorities, and deliver value in small and frequent increments. Verified References:
https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf (page 19)
https://trailhead.salesforce.com/en/content/learn/modules/agile-development-with-salesforce-dx/write-user

NEW QUESTION # 87
The Cloud Kicks sales team travels frequently and often needs to convert leads while away from the home office.
What should a consultant recommend?

- A. Create a Global Action to convert leads via the Salesforce mobile app.
- B. Install an AppExchange package to convert leads via the Salesforce mobile app.
- C. Enable Conversions for the Salesforce mobile app In Lead Conversion settings.

Answer: A

NEW QUESTION # 88
......

P.S. Free 2026 Salesforce CRT-251 dumps are available on Google Drive shared by Prep4away: https://drive.google.com/open?id=1cLWQIdqGeqgduT-EOW2APnGNCzNz9vJg