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The CRT-251 Exam is a 90-minute long test consisting of 60 multiple-choice questions. It is conducted online and can be taken from anywhere in the world. CRT-251 exam is designed to evaluate a candidate's expertise in topics such as sales process design, implementation of sales cloud solutions, sales forecasting, and sales and marketing integration.

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In order to prepare for the CRT-251 exam, candidates are encouraged to gain practical experience working with Sales Cloud and to study the official Salesforce study materials. CRT-251 exam consists of 60 multiple-choice questions and must be completed within 105 minutes. The passing score for the CRT-251 Exam is 68%, and the exam can be taken online or in person at a proctored testing center.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q85-Q90):

NEW QUESTION # 85
At a kickoff meeting for a new project, a consultant starts gathering information to be used in the project implementation plan. They ask the participants to define what project success will look like.
Which strategy is the consultant using?

- A. Discovery
- B. Design Direction
- C. Challenge Framing

Answer: A

NEW QUESTION # 86
Users at Cloud Kicks (CK) say the global search is returning too many results when searching for contacts. CK's admin confirmed that users have the correct permissions and record access to the contacts they want to see.
What should a consultant recommend to yield better search results?

- A. Use parentheses operator to limit search to the Contacts object.
- B. Use quotation marks operator around contact's first and last name.
- C. Add company name next to contacts full name in the search window.
- D. Add LIKE keyword next to contact's full name in the search window.

Answer: D

NEW QUESTION # 87
The sales department at Cloud Kicks is growing quickly. New sales executives should prioritize interacting with existing contacts who are decision makers and influencers to further the business relationship.
Which solution should the consultant recommend?

- A. Add a multi-select picklist field on the Opportunity object.
- B. Use a junction object between the Opportunity and Contact.
- C. Use Contact roles on the Opportunity object.
- D. Add a contact lookup Meld to the Opportunity.

Answer: C

NEW QUESTION # 88
Cloud Kicks (CK) acquired a company. The VP of technology wants to migrate all the sales data into CK's Salesforce instance.
Which data migration sequence should the consultant recommend for the objects?

- A. Accounts, Contacts, Opportunities, Products, Product Line Items, Cases, Leads, Campaigns

Answer: A

NEW QUESTION # 89
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 fist on the Account.

- B. Implement Salesforce-to-Salesforce to get real-time product order information, and add it as a related list on the Account.
- C. 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 fist 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 # 90

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