

# Salesforce CRT-251 Study Guide PDF

GRAB THE SALESFORCE SALES CLOUD CONSULTANT CERTIFICATION PDF  
QUESTIONS & ANSWERS

---

Exam Summary – Syllabus – Questions

---

**CRT-251**

**Salesforce Certified Sales Cloud Consultant**

60 Questions Exam – 68% Cut Score – Duration of 105 minutes

**[www.VMExam.com](http://www.VMExam.com)**

## Table of Contents

Get an Overview of the CRT-251 Certification: .....	3
Why Should You Earn the Salesforce CRT-251 Certification? .....	3
What Is the Salesforce CRT-251 Sales Cloud Consultant Certification Exam Structure? .....	3
Enhance Knowledge with CRT-251 Sample Questions:	4
What Study Guide Works Best in Acing the Salesforce CRT-251 Sales Cloud Consultant Certification? .....	7
Explore the Syllabus Topics and Learn from the Core: .....	7
Make Your Schedule: .....	7
Get Expert Advice from the Training: .....	7
Get Access to the PDF Sample Questions: .....	7
Avoid Dumps and Utilize the Salesforce CRT-251 Practice Test: .....	7

## Get an Overview of the CRT-251 Certification:

Who should take the [CRT-251 exam](#)? This is the first question that comes to a candidate's mind when preparing for the Sales Cloud Consultant certification. The CRT-251 certification is suitable for candidates who are keen to earn knowledge on the Salesforce Consultant and grab their Salesforce Certified Sales Cloud Consultant. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But CRT-251 study guide PDF is here to solve the problem. CRT-251 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

## Why Should You Earn the Salesforce CRT-251 Certification?

There are several reasons why one should grab the CRT-251 certification.

- The Sales Cloud Consultant certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [Salesforce Certified Sales Cloud Consultant](#) is a powerful qualification for a prosperous career.

## What Is the Salesforce CRT-251 Sales Cloud Consultant Certification Exam Structure?

<b>Exam Name</b>	Salesforce Sales Cloud Consultant
<b>Exam Code</b>	CRT-251
<b>Exam Price</b>	Registration fee: USD 200 Retake fee: USD 100
<b>Duration</b>	105 minutes
<b>Number of Questions</b>	60
<b>Passing Score</b>	68%
<b>Recommended Training / Books</b>	<a href="#">Prepare for Your Salesforce Sales Cloud Consultant Credential</a> <a href="#">Prepare for your Sales Cloud Consultant Certification Exam (CRT251)</a>

	<a href="#">Administrative Essentials for New Admins in Lightning Experience (ADX201)</a> <a href="#">Administer, Extend, and Automate Salesforce (ADX211)</a>
<b>Schedule Exam</b>	<a href="#">Kryterion Webassessor</a>
<b>Sample Questions</b>	<a href="#">Salesforce CRT-251 Sample Questions</a>
<b>Recommended Practice</b>	<a href="#">Salesforce Certified Sales Cloud Consultant Practice Test</a>

## Enhance Knowledge with CRT-251 Sample Questions:

### Question: 1

Part of Cloud Kicks' solution design is to incorporate Lightning Experience. The Consultant wants to see if there is an increase in the number of Lightning users. How should a Consultant track this?

- Use the Lightning Usage app and look at the monthly data graph.
- Use the Lightning Experience transition Change Management Hub.
- Create a report on users and filter for "Lightning user."
- Create a report on users and add a Lightning component.

**Answer: a**

### Question: 2

When an Opportunity Stage is marked as Closed Won, Cloud Kicks wants an email to be sent to a team of Executives. This email should include details about the Opportunity along with the related Opportunity Products and Account.

Which solution should the Consultant recommend to active this requirement?

- Use Workflow rules and HTML Email Templates
- Develop an Inbound Email Service
- Develop a custom Apex Trigger that uses custom email messaging
- Use Process Builder and HTML Email Templates

**Answer: c**

**Question: 3**

What are two considerations when configuring the lead conversion process? (Choose two.)

- a) Custom lead fields can be mapped to account, contact, and opportunity fields.
- b) Roll-up summary lead fields can be mapped to custom contact fields.
- c) Standard lead fields are automatically converted to account, contact, and opportunity fields.
- d) Custom lead fields can be mapped to custom object fields.

**Answer: a, c**

**Question: 4**

Management at Northern Trail Outfitters wants to see forecast numbers by all sales representatives and by multiple product groups. Which two actions should a consultant recommend to meet these requirements? (Choose two.)

- a) Build a custom forecast report showing product groups.
- b) Implement Collaborative Forecasting with quota attainment.
- c) Build a forecast list view by product family group.
- d) Implement Collaborative Forecasting with product family.

**Answer: b, d**

**Question: 5**

Which two chart types should be used to display summary values from two different levels of grouping in a report? (Choose two.)

- a) Donut chart
- b) Funnel chart
- c) Stacked bar chart
- d) Grouped line chart

**Answer: a, b**

**Question: 6**

A case is created from a web form. If no active assignment rules exist, who will be assigned ownership?

- a) Default Case Owner
- b) Default Workflow User
- c) System Administrator
- d) Automated Case User

**Answer: a**

**Question: 7**

During the Deploy phase at Cloud Kicks, users are finding it difficult to use a new system, which is adoption. How should the consultant avoid this issue in the future?

- a) Gain buy-in during the Analyze phase.
- b) Conduct a Beta review during the Validate phase.
- c) Design a solution during the Build phase.
- d) Develop test scripts during the Plan phase.

**Answer: b**

**Question: 8**

During the Cloud Deploy phase, end users are complaining that they have a new system to log into, and it's holding up training. What is the likely cause of these complaints?

- a) A communication plan was not designed during the Plan phase and buzz was not generated during the Deploy phase.
- b) Cloud Kicks did not gain buy-in during the Analyze phase and the did not build buzz during the Build and Validate phase.
- c) A training plan was not made during the Validate phase and buzz was not during the Design and Validate phase.
- d) Cloud Kicks did not gain buy-in during the Design phase the solution was not designed.

**Answer: a**

**Question: 9**

Good Kicks has the goal of generating high-quality leads by implementing Sales Cloud. Which metrics should the consultant analyze to determine the success of this goal?

- a) Total number of Leads created by a Sales Rep
- b) Lead to Opportunity Conversion Rate
- c) Lead to Quote Conversion Rate
- d) Total number of Leads by source

**Answer: b**

**Question: 10**

Leads created from the "Contact Us" form on the Northern Trail Outfitters' website are not being followed-up on in a timely manner. Management wants to be notified when a lead has NOT been followed-up within 24 hours if being submitted. Which action should be recommended?

- a) Notify using publisher action
- b) Send an email using lead escalation rule
- c) Notify using Chatter on leads
- d) Send an email using time-based workflow

**Answer: d**

# What Study Guide Works Best in Acing the Salesforce CRT-251 Sales Cloud Consultant Certification?

The CRT-251 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

## Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the Sales Cloud Consultant exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

## Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

## Get Expert Advice from the Training:

Do not forget to join the Salesforce CRT-251 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

## Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

## Avoid Dumps and Utilize the Salesforce CRT-251 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, CRT-251 practice tests always stand out to be the better choice than dumps PDF.

### **Avail the Proven CRT-251 Practice Test for Success!!!**

Do you want to pass the CRT-251 exam on your first attempt? Stop worrying; we, VMExam.com are here to provide you the best experience during your Salesforce Sales Cloud Consultant preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [CRT-251 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.