

PREPARE FOR YOUR SALES CLOUD CONSULTANT CERTIFICATION EXAM (CRT251)



OVERVIEW

Discover how to boost your exam readiness and gain the confidence you need to become a Salesforce Certified Sales Cloud Consultant. In this 1-day instructor-led certification prep course, reinforce your knowledge of Sales Cloud features and functionality by reviewing exam objectives, including lead management, account and contact management, opportunity management, sales productivity and integration, and data management. Answer practice questions to assess your knowledge of exam topics and maximize your success on the Salesforce Sales Cloud Consultant certification exam.

WHO SHOULD TAKE THIS COURSE?

This course is designed for anyone who is actively preparing to earn their Sales Cloud Consultant credential.

PREREQUISITES AND PREWORK

Students should hold the Salesforce Administrator credential and have at least one year of experience using Salesforce, working with sales processes, and implementing customer-facing Sales Cloud solutions. They should feel comfortable with all concepts covered in the Salesforce Certified Sales Cloud Consultant Exam Guide.

IMPORTANT : If you use your personal computer and a configuration is described in the [Computer Setup Guide](#), you must complete it before attending the class.

WHEN YOU COMPLETE THIS COURSE, YOU WILL BE ABLE TO:

- Recall exam objectives.
- Discuss product features and functionality covered on the exam.
- Assess your exam readiness by answering practice questions

CERTIFICATION

CRT251 is recommended to prepare Salesforce Certified Sales Cloud exam. Other courses and self-study materials are recommended for this exam. The complete list of prerequisites is provided by Salesforce in the [Exam Guide](#). Registration for an inter-company training session entitles you to a voucher to pass the corresponding certification exam. The voucher, valid for 6 to 12 months, is sent to the trainee on request, at no additional cost. Note that this offer is valid for only one voucher per certification; If you register for multiple courses preparing for the same certification, you will be entitled to only one free voucher.

Note :

- Salesforce certification exam doesn't take place during the training and it's up to the delegate to register to the exam via the webassessor
- We don't recommend passing the Salesforce certification exam directly after attending the course. Additional work must be provided



DURATION

1 day

DELIVERY FORMAT

- Classroom
- Virtual

LANGUAGE

Course in French /
Materials in English

USER INTERFACE

Lightning Experience

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LESSONS & TOPICS

Introduction and Overview

- Conduct Introductions
- Review Exam Objectives
- Follow Sales Cloud Fast Path
- Discuss Implementation Strategies
- Understand the Value of Business Analysis

Account and Contact Management

- Describe Accounts and Contacts
- Define Enterprise Territory Management
- Determine Account Access

Campaign and Lead Management

- Understand Campaign Influence
- Outline the Campaign Lifecycle
- Convert Leads
- Assess Lead Data Quality
- Report on Leads

Opportunity Management

- Follow Custom Paths
- Plan Product Schedules
- Organize Products, Price Books, and Quotes
- Conduct Advanced Currency Management

Forecasting

- Generate Collaborative Forecasts
- Conduct Historical Trend Reporting
- Build Custom Report Types
- Design Reporting Snapshots
- Analyze Project Success

Sales Productivity

- Assess Sales Productivity Features
- Integrate with Outlook
- Work with Gmail
- Navigate the Lightning Sales Console
- Familiarize Yourself with Salesforce Mobile
- Collaborate with Chatter
- Track Email Opens
- Boost Sales Productivity with Quip and Enhanced Notes

Integration and Data management

- Follow Data Migration Steps and Tools
- Handle Large Data Volumes
- Determine Integration Options
- Capture External IDs
- Harness Skinny Tables
- Improve Report Performance

Practice exam