

PREPARE FOR YOUR SALES CLOUD CONSULTANT CERTIFICATION EXAM (CRT251)



OVERVIEW

Are you ready to take the next step in your career by becoming a Salesforce.com Certified Sales Cloud Consultant? Instructors will present scenarios that will help reinforce your knowledge of Sales Cloud functionality by thinking through requirements design considerations. The course provides an overview of the exam objectives to help you focus your efforts to prepare for your exam.

WHO SHOULD TAKE THIS COURSE?

Preparing for Your Salesforce Sales Cloud Consultant Certification is designed for individuals who have experience designing Sales Cloud solutions and are preparing to take the Salesforce Sales Cloud Consultant Certification exam.

You should have the following experience before attending this class:

- Attainment of the Salesforce Administrator Certification
- Attainment of the Salesforce Advanced Administrator Certification
- A working knowledge of the topics discussed in the Sales Cloud Consultant Certification Study Guide to include: advanced automation (e.g. flow, approvals) and advanced reporting and territory management
- 2-5 years experience implementing Sales Cloud and designing Sales Cloud solutions

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

- Review the different exam objectives and their weighting on the exam
- Understand the product areas to focus on to best prepare for the exam
- Discuss how to design Sales Cloud solutions to meet specific business needs
- 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](#).



DURATION
1 day

DELIVERY FORMAT
- Classroom
- Virtual

LANGUAGE
Course in French /
Materials in English

USER INTERFACE
Lightning Experience

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LESSONS & TOPICS

Account and Contact management

Campaign and Prospect management

Opportunity management

Forecast

Sales productivity

Integration and Data management

Practice exam