

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.

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.

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
- 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](#). 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

Account and Contact management

Campaign and Prospect management

Opportunity management

Forecast

Sales productivity

Integration and Data management

Practice exam