

## Salesforce.CRT-211.v2023-01-24.q270

<b>Exam Code:</b>	CRT-211
<b>Exam Name:</b>	Certification Preparation for Advanced Administrator
<b>Certification Provider:</b>	Salesforce
<b>Free Question Number:</b>	270
<b>Version:</b>	v2023-01-24
<b># of views:</b>	5239
<b># of Questions views:</b>	2700
<a href="https://www.freeqas.com/qa/Salesforce/CRT-211/Salesforce.CRT-211.v2023-01-24.q270.html">https://www.freeqas.com/qa/Salesforce/CRT-211/Salesforce.CRT-211.v2023-01-24.q270.html</a>	

### NEW QUESTION: 1

AW Computing is conducting an audit and wants to understand how many objects have been shared as public externally.

which tool should the administrator use to quickly obtain this details?

- A. Object Manager
- B. Session Security Settings
- C. Security Health Check
- D. Setup Audit Trail

**Answer: B (LEAVE A REPLY)**

### NEW QUESTION: 2

Which three capabilities of Live Agent in the Salesforce Console for Service? Choose 3 answers.

- A. The Articles tool can be used to search for Knowledge Articles
- B. Chats can be transferred to other agents.
- C. The Details tab can be used to see information about the visitor.
- D. Multiple visitors can chat in one window
- E. Approval Processes can be used to escalate cases in the chat window.

**Answer: A,B,C (LEAVE A REPLY)**

### NEW QUESTION: 3

Universal Container has set the Organization Wide Defaults for all objects to private. Which profile setting would allow user to access all of the accounts within the organization? Choose 2 Answers

- A. View All for Accounts
- B. Modify All Data
- C. Public for Accounts
- D. Read for Accounts

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 4**

Customer wants to make sure that he is given a summary report on 4 regions weekly. How to achieve this ?

- A. Analytical snapshot
- B. Create individual dashboards for each then sched them weekly
- C. Created dashbaord with filters given to them weekly
- D. Dynamic dashboard with filters given to them weekly

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 5**

Cloud Kicks has a policy of closed opportunities being uneditable. At times, adjustments have to be made on the Opportunity for accounting reasons. In order to keep the original Opportunity's integrity, a custom object to track adjustments has been created. The users need a Roll-Up Summary field to track the number of adjustments.

How should the administrator accomplish this?

- A. Create a Master-Detail Relationship on opportunities.
- B. Create a Lookup Relationship on opportunities.
- C. Create a Lookup Relationship field on adjustments.
- D. Create a Master-Detail Relationship field on adjustment

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 6**

Universal Containers wants only users from the sales department to have access to price books. How can an administrator meet this requirement?

- A. Clone all custom price books from the standard price book.
- B. Manually share each price book to the sales users roles.
- C. Create a sharing rule to share all price books to sales users.
- D. Set the organization-wide default for price book to Use.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 7**

Management tracks open cases per hour, per day and per week to ensure they have enough staff. What kind of report they need ?

- A. Analytical Snapshot
- B. Matrix Report
- C. Summary Report
- D. Joined Report

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 8**

AW Computing wants to identify If certain customer is eligible for a service contract based on product. How to check it ?

- A. Service Contracts with Contract Line Items and Entitlements
- B. Entitlements Only
- C. Service Contracts with Entitlements

**Answer: A** ([LEAVE A REPLY](#))

**NEW QUESTION: 9**

The sales operations team has requested a new custom object with the following requirements: The Sales Managers should have full access to all records created. The object's sharing default should be set to Private No new sharing rules should be created Which two options can the system administrator setup for the security for this object? Check 2 answers.

- A. Create a Record Type with "modify all" checked, and assign this Record Type to the Sales Manager Profile
- B. Create a rule for all Sales Manager users with "modify call" checked for the object.
- C. Create a Permission set for all Sales Manager users with "modify all" checked for the Object
- D. Add the "modify all" permission to the Sales Manager Profile for the new Object

**Answer: A,D** ([LEAVE A REPLY](#))

**NEW QUESTION: 10**

pay grade on the custom Position object need updating and require frequent change. Because frequent changes have to be made to these Position fields, they are requesting the ability to update these picklist values.

Which feature should the administrator consider that allows for this?

- A. A permission set containing the modify all data permission for the Position object.
- B. Screen Flow using custom metadata types
- C. Field accessibility set to editable for the picklists for the Position object.
- D. Delegated administration for the Position object

**Answer: D** ([LEAVE A REPLY](#))

**NEW QUESTION: 11**

Admin wants to restrict visibility of product support cases to a set of five users with different roles. How can he achieve this requirement?

- A. Create Public Group and add those five users in group and use Sharing rule to grant access that public group
- B. Change the profile setting of each user's profile to provide access to cases with product support record type
- C. Change the OWD settings of cases to public read-only
- D. Create New Profile and Provide all five users with View All and Modify All permission to cases.
- E. Add permission sets to grant access to the product support record type to the set of five users

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 12**

When using Customizable Forecasts, which forecast category is not included in the forecast? \* (1 Point)

- A. Pipeline
- B. Closed
- C. Best Case
- D. Omitted

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 13**

A system administrator needs to merge duplicate accounts with duplicate contacts, how can this can be accomplished?

- A. Merge duplicate accounts and then merge duplicate contacts
- B. Merge duplicate accounts and duplicate contacts will automatically be merged
- C. Merge duplicate contacts and then duplicate accounts.
- D. Merge accounts and select the option to merge duplicate contacts

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 14**

Your organization-wide defaults for Price Books are set to No Access, What should you do to enable your Sales Reps to view the South America Price Book and add Products in this Price Book to Opportunities?

- A. Set the organization-wide defaults to Use, then manually change all non Sales Reps' access to No Access.
- B. Set the organization-wide defaults for all Sales Reps to Use
- C. Change all Custom Price Books' access for Sales Reps to Use.
- D. Grant specific Use access rights to Sales Reps for the South America Price Book.

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 15**

Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently, usrrs have noted that their pages take a long time to load and it's starting to negatively impact their experience.

What should the administrator do to help diagnose where improvements can be made?

- A. Use the Apex debugger while loading a customer record.
- B. Click Analyze from the Lightning App Builder toolbar.
- C. Review the debug logs from the Developer Console.
- D. Check the debug logs found in the Environment section of Setup.

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 16**

A member of Universal Container's support team is assisting a sales rep in managing a top customer. The sales rep has manually shared an opportunity with the support member in hopes that the support member can update some of the technical sales fields on the record. But the support member is unable to edit the opportunity.

What is the recommended solution to provide edit access to the opportunity?

- A. Add the support team member to the opportunity team. Assign read/write access to the member.
- B. Create a permission set for opportunity edit and add it to the support member's user record.
- C. Change the support team member's role to a above the sales rep in the org's role hierarchy.
- D. Change the Organization Wide Default internal access for opportunity to public read/write.

**Answer: D (LEAVE A REPLY)**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 17**

When importing revenue quota data for Collaborative Forecasts using Data Loader what information must be included in the import file? (3)

- A. Quota quantity
- B. User full name
- C. Start date of the forecast period
- D. Quota amount
- E. User record ID

**Answer: C,D,E (LEAVE A REPLY)**

**NEW QUESTION: 18**

You have downloaded an App from AppExchange and you want to make changes in that App. What should be type of Package?

- A. UnManage Package
- B. Automatic Package
- C. Manage Package
- D. Platinum Package

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 19**

Which of the following statements are true about an end user's forecast? (Select 3)

- A. This aggregate can be dollars of revenue
- B. Rolls up according to the forecast hierarchy
- C. It is updated in the system every evening at 5 pm
- D. This aggregate can be units of product

**Answer: A,B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 20**

Universal containers uses a private sharing model for accounts. A user who owns an account record needs to temporarily grant delete access to this records associated contacts to another user. how can this be accomplished?

- A. Transfer ownership of the account record to the user.
- B. Manually add the user to the account team.
- C. Use the manual sharing button on the account.
- D. Add the user to the owner's default account team

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

Which of the following features is NOT unique to Salesforce Knowledge?

- A. Synonym Search
- B. Article Types
- C. Custom Page Layouts
- D. Categories

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 22**

If an administrator uses the data loader to transfer ownership of account records, what will be the result? Choose 2 answers

- A. All account teams are removed from the records that are transferred
- B. All manual sharing is removed from the records that are transferred
- C. All ownership based sharing rules for the records are recalculated
- D. All new owners are automatically notified of their new account ownership

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 23**

Lets say you have a case and it may have Parent Case. Using which relationship you can get information of all child cases in parent Case ?

- A. Lookup Relationship
- B. Master Detail

C. Hierarchical relationship

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 24**

Which two options are allowed with Territory Management and the territory hierarchy, but NOT with the standard Role Hierarchy? Choose 2 answers

- A. Allow visibility into direct reports' records for management.
- B. Allow multiple forecasts for each user.
- C. Grant access to related records based on account sharing.
- D. Grant access to records regardless of ownership.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 25**

What do you need to configure on a profile to allow it to find duplicate records?

- A. Read and Edit
- B. Merge
- C. View All
- D. Delete

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 26**

What are the similarities of customizable and collaborative forecasting? Choose 2

- A. Submit Forecast
- B. Territory Management
- C. Quotas
- D. Monthly and Quarterly Forecasts

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 27**

A set of Cases records with a specific record type needs to be restricted so that only a Support manager and four Support users have access. What can you do as a system administrator to meet this requirement? \* (1 Point)

- A. Create a criteria-based sharing rule for the 5 users
- B. Create a new profile and assign the 5 users to the new profile
- C. Remove the record type access for all users except the 5 mentioned
- D. Give the "ViewAllData" permission to the 5 mentioned users using permission sets

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 28**

An Admin needs to create a validation rule when Amount is greater than or equal to \$50000 and the custom field should not be blank. Custom field is a picklist. Choose 2

- A. Amount >50000 && ISPICKVAL(Picklist field, " ")
- B. Amount >50000 && TEXT(Picklist field) = " "
- C. Amount >50000 && (Picklist field) = " "
- D. Amount >50000 && ISBLANK(Picklist field)

**Answer: A,B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 29**

The VP for Marketing wanted to create a new campaign per region on Accounts with no open Opportunities. What tool can you use?

- A. Standard Filter
- B. Cross Filter
- C. Joined Report
- D. Analytical Snapshot

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 30**

What is required for a user to view Knowledge Articles within a Salesforce organization? Choose 2 answers

- A. The user's profile must have the read permission for at least one article type
- B. The user must have access to the articles tab
- C. The user must be assigned a Salesforce Knowledge license
- D. The user must have the manage articles permission on the profile

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 31**

An administrator notes that there are two account records in the system with the same name. A contact record with the same name is associated with each account. Using the Salesforce merge feature, what steps should be taken to merge these accounts?

- A. Merge the duplicate accounts, and then merge the duplicate contacts
- B. Merge the duplicate accounts, and check the box that optionally merges the duplicate contacts
- C. Merge the duplicate contacts, and then merge the duplicate accounts
- D. Merge the duplicate accounts, and the duplicate contacts will be merged automatically

**Answer: A ([LEAVE A REPLY](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:

**NEW QUESTION: 32**

Universal Containers uses Salesforce Knowledge and has defined its category groups based on the regions of Europe, of Americas, Africa, and Asia. The administrator needs to restrict visibility of each category to the sales representatives within each region. How should the administrator control access to these category groups?

- A. Add custom category groups to the roles assigned to the sales users.
- B. Modify object settings for the category groups on the sales users profiles.
- C. Add custom category groups to the profiles assigned to the sales users.
- D. Add or remove sales users from a public group with access to the category groups.

**Answer: A** ([LEAVE A REPLY](#))

**NEW QUESTION: 33**

The Sales manager at SFB Industries would like to display the amounts closed this month this quarter, and this year so far on an existing dashboard. Which component would best represent this?

- A. Table
- B. Metric
- C. Gauge
- D. Chart

**Answer: (**[SHOW ANSWER](#)**)**

**NEW QUESTION: 34**

What type of prices can the system administrator set for an organization's products? Choose 3 answers

- A. Product Prices
- B. Sales prices
- C. Standard Prices
- D. Discount Prices
- E. List Prices

**Answer: (**[SHOW ANSWER](#)**)**

**NEW QUESTION: 35**

Universal Container has an active process that assigns a task to sales operations once an opportunity is won. Sales Ops is reporting that he tasks are missing.

Which two tools should the administrator use to determine the problem?

Choose 2 answers

- A. Debug Log
- B. Monitor time based workflow

- C. Paused flow interview list
- D. Email Log

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 36**

SFB Industries would like to create a custom objects to link Contacts to multiple Accounts. What type of object/relationship should be created?

- A. Custom Object with Lookup relationship fields to Contact & Account
- B. Custom Object with Master--Detail relationship field to Accounts
- C. Custom Object with Lookup field to Accounts
- D. Custom Object with two Master--detail relationship fields to Contact & Account

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 37**

If your support process is not based on individual service contracts which steps should you perform when settling up entitlements?

- A. customize entitlement fields and entitlements page layout
- B. set up both service contracts and contract line items
- C. set up service contracts b. set up contract line items

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 38**

What are two considerations when setting up Salesforce Content?

Choose 2 answers.

- A. A validation rule can ensure a description is required for all contributed content.
- B. The content type determines which fields appear on the content Detail page layout.
- C. The library type determines the size of files that can be contributed to content.
- D. An approval process can ensure that all product-related content is reviewed.

**Answer:** A,B ([LEAVE A REPLY](#))

**NEW QUESTION: 39**

What is NOT a feature of Content Delivery?

- A. View Microsoft PowerPoint and Word files in a browser
- B. View how often the content has been viewed or downloaded
- C. Setting an expiry time on when the content is available till
- D. Add comments to the document

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 40**

Leads come to universal containers from various sources and need to be assigned to the correct sales team. When a lead comes for the APAC region, it can be passed to an external partner if

the sales director approves the transfer. The partner's channel manager must be notified when the partner has been assigned the lead.

At the minimum, which combination of automation tools will be needed to meet these requirements?

- A. Assignment rules, approval processes, and workflow rules
- B. Assignment rules, auto-response rules, and workflow rules
- C. Assignment rules and approval processes
- D. Assignment rules and workflow rules.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 41**

How is Salesforce Knowledge enabled for users that need access to article management?

- A. Use the Knowledge checkbox on a user record to enable the feature license
- B. Contact Salesforce Support
- C. Use the Knowledge checkbox on a profile to enable to feature license
- D. Add users that need access to Knowledge inside the App

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 42**

SFB Industries have started to make use of Collaborative Forecasts & Quotas. How can the Administrators upload Quota data into Salesforce? (Select 2)

- A. Add Quotas with the API
- B. Add Quotas with the Data Loader
- C. Use the Quota uploader under setup
- D. Add Quotas manually on the Quota Object

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 43**

Cloud Kicks wants to understand the implications of archived Activities.

Which two considerations should an administrator communicate regarding archived Activities? Choose 2 answers.

- A. Archived activities are deleted after 365 days.
- B. Closed tasks created more than 365 days ago with no due date are archived.
- C. Events that ended more than 365 days ago are archived.
- D. Events created more than 365 days ago are archived.

**Answer: A,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 44**

What can a system administrator do to simplify searching in Knowledge for users? Choose 3

- A. Create Filters

- B. Prepopulate to Search tab of common fields from Case like Subject
- C. Create Data Categories
- D. Create synonyms

**Answer: B,C,D (LEAVE A REPLY)**

**NEW QUESTION: 45**

Universal Containers uses a Private Sharing model for Account. User A is on-boarded to User B's team and given the same profile and Role Both users own 20 Accounts but user User B is able to see 40 Accounts whereas User A can only see the 20 that the own.

What are the possible reasons for this?

- A. User B had the records manually shared with them.
- B. User B had the records shared with them through a Permission Set.
- C. User B is a member of a Group that gained access to the records through a Sharing Rule.
- D. User B is a member of a Queue that gained access to the records through a Sharing Rule

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 46**

Which three statements are correct about change sets?

Choose 3

- A. When a component is added to a change set, all dependent components automatically get added.
- B. When a change set is deployed to production, by default, all Apex tests will automatically be run.
- C. To use change sets, at least one inbound and one outbound connection must exist.
- D. When custom fields are added to a change set, field-level security is automatically included.
- E. There is a feature that allows the user to validate a change set before deploying it.

**Answer: B,C,E (LEAVE A REPLY)**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As  
Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 47**

A user is trying to access content in a library but is receiving an insufficient privileges message. How should the administrator troubleshoot this issue? Choose 2 answers

- A. Determine if the user has been granted "Viewer" permission to the library of interest

- B. Determine if the user's profile has the Salesforce CRM Content user permission enabled
- C. Determine if the user's record has the Salesforce CRM Content user permission enabled
- D. Determine if the user has been granted viewer permission to the content

**Answer: A,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 48**

The manager needs to see the individual performance data of Sales Representatives on Accounts, Opportunity and Cases.

- A. Create individual dashboards
- B. Create a Dynamic Dashboard and add filter on Users, Account, Opportunity and Case
- C. Activate "Enable Viewing My Team's Dashboard" permission
- D. Create a dashboard and add filter on Users, Account, Opportunity and Case

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 49**

Which features are available only in Customizable forecast ? Choose 3

- A. Rename Categories
- B. Territory Management
- C. Snapshots and Forecast History
- D. Share Forecasts

**Answer: B,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 50**

SFB Industries would like to see Opportunity Cases & Account information on one report. How can this be achieved inside of Salesforce?

- A. Create a custom report type with Accounts, Cases & Opportunities
- B. Create a Matrix Report
- C. Create a Joined Report
- D. Use the standard report type for Accounts, Cases & Opportunities

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 51**

What is NOT a feature of Custom Report Types?

- A. Add default filters
- B. Remove reorder and rename fields
- C. Select which fields appear as columns by default
- D. Add fields to the report type via lookups

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 52**

A system administrator has unchecked the setting "Enable Content Pack Creation". What can users do with content packs? Choose 1.

- A. hindi ko alam
- B. Modify existing content packs.
- C. Edit description and title of existing content packs
- D. All content Packs will be deleted.

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 53**

Your company sells large mainframes that are delivered in one delivery but are paid for with several regular installments. What type of schedule should you set up?

- A. Default Quantity Schedule
- B. Don't create any default schedule
- C. Default Revenue Schedule
- D. Default Revenue and Quantity Schedule

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 54**

Which two values roll up the hierarchy to the manager for Collaborative Forecasting? Choose 2 answers.

- A. Expected revenue
- B. Opportunity amount
- C. Quota amount
- D. Product quantity

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 55**

Support Records with a specific record type needs the access restricted to only a Support Manager and four support users. What can you do as a system administrator?

- A. Give the "View All Data" permission to the 5 mentioned users using permission sets.
- B. Create a criteria based sharing rule for the 5 users.
- C. Remove the record type access for all users except the 5 mentioned.
- D. Create a new profile and assign the 5 users to the new profile.

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 56**

The administrator at AW Computing has been asked to review whether any users are making configuration changes directly in production.

Which item should the administrator review to find these details?

- A. Setup Audit Trail
- B. Field History Tracking

- C. Organization-Wide Defaults
- D. Login History

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 57**

Universal Containers has four sales region: North America, APAC, EMEA, and LATAM. Each sales region is led by a VP of sales. Each of the VPs wants to have a dashboard emailed to them every IT Monday morning that contains components with only the data for their region. How can an administrator meet this requirement?

- A. Create a reporting snapshot and check the dashboard option, scheduled to be delivered on Monday mornings
- B. Create one dashboard that includes a filter for each region, scheduled to be delivered on Monday mornings
- C. Create a separate dashboard with data specific to each sales VP, scheduled to be delivered on Monday mornings
- D. Create one dashboard using Visualforce to create a filter, scheduled to be delivered on Monday mornings

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 58**

How would you configure a profile to find duplicate records? \* (1 Point)

- A. read,edit
- B. view all
- C. Delete
- D. merge

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 59**

What type of data can be migrated between environments using change sets? Choose 2 answers

- A. Email templates
- B. Custom fields
- C. Field type changes
- D. Account team roles

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 60**

What are the types of Pricebook ? Choose 2

- A. List Price
- B. Discount
- C. Master Price
- D. Standard

**Answer: A,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 61**

Which permission do you need to manage entitlements? Choose two answers. \* (1 Point)

- A. "Manage Entitlements"
- B. "Customize Entitlement"
- C. "Manage Application"
- D. "Customize Application"

**Answer: ([SHOW ANSWER](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 62**

What deployment tool allows an administrator to validate metadata during package installation, instead of during package version creation?

- A. Inbound and Outbound Changesets
- B. Ant Migration Tool
- C. Managed and Unmanaged Packages
- D. Org-Dependent Unlocked Package

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 63**

An administrator at Cloud Kicks has been asked to clean up old approval delete.

Which two things could prevent the process from being deleted?

Choose 2 answers

- A. There is a report in the Administrative 'Reports folder.
- B. The process is marked as active.
- C. The proems w marked as inactive.
- D. There are pending approval requests in the Recycle Bin.

**Answer: B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 64**

What permission you need for manage milestone and entitlement ? Choose 2

- A. Customize Application

- B. Manage Application
- C. Customize Entitlement
- D. Manage Entitlement

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 65**

The finance director at Cloud Kicks asks the administrator for an exception report that shows all B2C accounts that are missing the credit card number. The credit card number is a classic encrypted field.

What action should the administrator take to meet this requirement?

- A. Build a custom checkbox called 'Has Credit Card' that Finance checks when a credit card is recorded and a tabular report filtered on the checkbox equal to false.
- B. Create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null.
- C. Unmask the encrypted credit card number field to make it available and add a custom filter to a report where credit card number is blank.
- D. Add 'View Encrypted Fields' to a permission set assigned to Finance and system administrators and a summary report filtered by credit card number.

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 66**

A custom object called Deliveries is created with a Master-detail relationship to Opportunities. Which report type is created?

- A. None. A custom report type will need to be created manually
- B. Deliveries with Opportunities
- C. Opportunities with Deliveries
- D. Opportunities and Deliveries

**Answer:** C ([LEAVE A REPLY](#))

**NEW QUESTION: 67**

Cloud Kicks (CK) has recently decided to use Collaborative Forecasting to optimize the accuracy and efficiency of its sales cycle. The CK sales operation manager wants to enable supervisors and their subordinates to make changes to any forecast amounts that inaccurately reflect their current pipeline.

Which two settings should be enabled to meet this requirement?

Choose 2 answers

- A. Payout adjustments
- B. Manager adjustments
- C. Revenue adjustments
- D. Owner adjustments

**Answer:** B,D ([LEAVE A REPLY](#))

**NEW QUESTION: 68**

The VP of Marketing is launching campaigns in each region to target accounts that do not have open opportunities. What reporting solutions can an administrator set up to assist with this?

- A. Reporting snapshot
- B. Joined report
- C. Cross filter
- D. Standard filter

**Answer: C** ([LEAVE A REPLY](#))

**NEW QUESTION: 69**

A customer object was created at Universal Containers to store information employees will need for their annual reviews. Only the employees should be able to access their records. The administrator has set Organization-Wide Defaults (OWD) to private for the object. These records are accessible by the employee's manager.

What additional step should the administrator take to remove the manager access to these records?

- A. Verify that Allow Search is unchecked on the custom object.
- B. Enable Hide Personal Information in User Management Settings.
- C. Uncheck Allow Users to Access Privacy Data on each profile
- D. Uncheck Grant Access using Hierarchies in Sharing Settings.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 70**

If an administrator uses the data loader to transfer ownership of account records, which two results can be expected? Choose 2 Answers.

- A. All manual sharing is removed from the records that are transferred.
- B. All account teams are removed from the records that are transferred.
- C. All ownership-based sharing rules for the records are recalculated.
- D. All new owners are automatically notified of their new account ownership.

**Answer: A,C** ([LEAVE A REPLY](#))

**NEW QUESTION: 71**

Which value rolls up for both customizable and collaborative forecasting?

- A. Expected revenue
- B. Quota
- C. Amount
- D. Opportunity amount

**Answer: D** ([LEAVE A REPLY](#))

**NEW QUESTION: 72**

A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested.

What permission should be reviewed to determine if it is missing from the administrator user or profile?

- A. Deploy Change Sets
- B. Modify Metadata Through Metadata API Functions
- C. API Enabled
- D. Create and Upload Change Sets

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 73**

At Cloud Kicks, the distributor account information is sensitive information. The administrator needs to make sure this information is unavailable to testers in the full sandbox.

What should the administrator recommend?

- A. Use the data masking tool.
- B. Delete the sensitive information.
- C. Assign the users a new permission set.
- D. Refresh the sandbox.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 74**

An administrator wants to allow users who are creating leads to have access to the find duplicates button.

Which lead object-level permission will the administrator need to provide to these users? \* (1 Point)

- A. Read and Edit
- B. Merge
- C. View All
- D. Delete

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 75**

Which two values rolls up the hierarchy to the manager for and Collaborative Forecasts? Choose 2 answers.

- A. Quota amount
- B. Expected revenue
- C. Opportunity amount
- D. Product quantity

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 76**

Universal Containers is using a web-to-lead form to collect contact information on people interested in its product and wants to ensure that these leads are contacted in a timely manner. The following actions are required:

- \* send the lead an email with appropriate product information, depending on which product was selected on the web-to-lead form
- \* Assign the appropriate salesperson to be the lead owner, depending on the product selected
- \* create a task for the salesperson to follow up with the lead.

At a minimum, which combination of Salesforce automation tools will be required to meet these requirements?

- A. Lead assignment rule and auto response rule.
- B. Lead assignment rule, auto response rule and workflow rules
- C. Lead assignment rule and workflow rule
- D. lead assignment rule and publisher action.

**Answer: (**[SHOW ANSWER](#)**)**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

#### **NEW QUESTION: 77**

AW Computing has a 4-hour SLA in its support guarantee. The company recently received feedback that customers are reporting long wait times before an agent responds to a new case after it has been submitted.

How should an administrator ensure cases are properly prioritized?

- A. Auto-Response Rules
- B. Escalation Rules
- C. Assignment Rules
- D. Workflow Rules

**Answer: C (**[LEAVE A REPLY](#)**)**

#### **NEW QUESTION: 78**

What happens when an admin creates a custom tab for a custom object (3)

- A. new records of the custom object can be created from the sidebar
- B. a custom app containing the custom tab is automatically created
- C. new records of the custom object can only be accessed from the related list on the parent record

- D. users can search for records of the custom object
- E. the custom object has a home page

**Answer: A,D,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 79**

SFB Industries have set their Sales users profiles to read only on cases. But they have recently created a sharing rule that grants all sales users write access. What is true about the sales users level of access?

- A. They cannot edit cases
- B. They can only edit cases if they are the owner of the case
- C. They can edit cases
- D. They can only edit cases if they are the owner of the account

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 80**

What can Delegated Administrators NOT do?

- A. Create Profiles
- B. Create users
- C. Manage custom objects
- D. Login as a specific user

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 81**

AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a Contact but is unable to do so. The administrator has already updated the page layout to no longer require an Account.

What could be the issue?

- A. The Account Contact relationship record needs to be deleted first in order to disassociate Contact from the Account.
- B. A primary Account relationship is required on a Contact regardless of the page layout settings.
- C. The Contact has indirect relationships to other Accounts.
- D. Private Contacts need to be enabled in Setup.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 82**

AW Computers is looking to enhance Salesforce to track conference rooms and IT equipment. An administrator has created a custom object called Room. The administrator also created a custom object called Equipment. This object has two fields: a currency field Price, and a lookup relationship to Room. While performing user acceptance testing, management requested to roll up all the Price values and display them on the corresponding Room record.

How should an administrator accomplish this?

- A. Make record-triggered flows whenever Equipment records are created, modified, or deleted.
- B. Create a roll-up summary field on Room.
- C. Write record-triggered flows whenever Room records are created, modified, or deleted.
- D. Configure a roll-up summary field on Equipment.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 83**

The Marketing Manager has requested that a field be added to each account that displays the number of contacts associated with that account. The manager wants to use this field as part of an email marketing segmentation strategy. How can this requirement be met?

- A. Create a roll-up summary field that counts the number of contacts and displays that count on the account.
- B. Create a custom field on the account. Use an Apex trigger to update the field when contacts are added or deleted.
- C. Create a custom formula field on the account using the count() function to count the number of related contacts.
- D. Create a custom field on the account. Use a workflow rule to update the field when contacts are added or deleted.

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 84**

Dylan has submitted a vacation request for approval by his manager, but the manager is not receiving any email alerts. What can you use in order to troubleshoot the issue?

Choosetwoanswers.\* (1 Point)

- A. Debug Log
- B. A Time-Based Workflow
- C. Email log
- D. The Setup Audit Trail

**Answer:** A,C ([LEAVE A REPLY](#))

**NEW QUESTION: 85**

Sales teams at Cloud Kicks ask each visiting customer to fill out a form that capturing their contact information and some basic footwear preferences. This information is saved to a spreadsheet and used by the sales team to alert their contacts when new shows are added to the inventory that matches their preferences. The sales team wants to be able to track this in Salesforce and see the information when viewing the contact Record.

Which two ways should the administrator configure this requirement?

Choose 2 answers

- A. Lookup Field
- B. Lightning Object Creator
- C. Schema Builder

D. Data Loader

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 86**

The Sales Manager at Universal Containers would like a dashboard to view each of the sales representative's opportunities, accounts, and related cases. What is a recommended solution ?

Discuss

- A. Create a dashboard and add filters for users, opportunities, accounts, and cases.
- B. Create a dynamic dashboard and insure the sales manager has the "View My Team's Dashboard" permission.
- C. Create a dynamic dashboard and add filters for opportunities, accounts and cases.
- D. Create an individual dashboard for each sales representative with opportunity, account, and case components.

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 87**

which feature is supported in delegated administrator? choose 3

- A. create and edit users
- B. unlock communities users
- C. set org wide sharing defaults
- D. Manage custom objects
- E. unlock non-communities users

**Answer: A,D,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 88**

The marketing department at Universal Containers regularly changes the page layout requirements for its customer marketing objects. The VP of Marketing has asked the administrator for permission to configure only these objects. What can the administrator do to meet this request?

- A. Create a custom profile with the Edit permissions on the custom marketing objects and assign to the VP of Marketing
- B. Setup the VP of Marketing as a delegated administrator for the custom marketing objects.
- C. Grant the VP of Marketing the ability log in as a user who is an administrator.
- D. Enable Marketing User permission on the user record for the VP of Marketing.

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 89**

Universal Containers needs to use a different pricebook for sales representatives in each of the US, LATAM, EMEA, and APAC regions. What should the system administrator do?

- A. Create a separate pricebook for each region.
- B. Clone the standard pricebook and create separate pricebooks for each region.

C. Add a different list price for products depending on the region.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 90**

Admin wants parent case cant be closed until all child cases are closed.

- A. Workflow on parent to check status of child case
- B. Validation rule on child case before closing it
- C. Apex trigger to check child case status before closing it
- D. Rollup summary on child

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 91**

How User can import Quota in Forecast ? Choose 2

- A. Using Import Wizard
- B. Dataloader and API
- C. Using CHangeset
- D. Using Forecast Tab
- E. User Information / Records related list

Answer: B,E ([LEAVE A REPLY](#))

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As  
Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 92**

What should a system administrator consider before using territory management? Choose three answers.

- A. Once enabled it cannot be disabled
- B. It does not work in parallel with sharing functions
- C. Forecasts are derived from Territory hierarchy not Role hierarchy
- D. You need to contact Salesforce to have it enabled

Answer: A,C,D ([LEAVE A REPLY](#))

**NEW QUESTION: 93**

Northern Trail Outfitters has five delegated administrators and two system administrators. There have been a couple of cases reported that login settings for sales reps have changed.

Where would the administrator find what settings have been changed?

- A. Login history
- B. Setup audit trail
- C. Debug log
- D. Field history tracking

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 94**

How can you as a System Administrator enforce standardization of tags in libraries to prevent duplicate tags? Choose 2

- A. Enable restrictive tagging
- B. Change Tagging Field to multiselect picklist
- C. Customize tags with contributor upon library creation
- D. Enable workflow to send email alert for unnamed tags

**Answer:** A,C ([LEAVE A REPLY](#))

**NEW QUESTION: 95**

When will account assignment rules automatically assign an opportunity to a territory

- A. Account has multiple territories
- B. Account ownership was changed
- C. Account has no assigned territory
- D. When opportunity has no assigned territory and account has been assigned to a territory

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 96**

Universal Container needs to use different a pricebook for sales representatives in US, LATAM, EMEA and APAC. What should the system administrator do?

- A. Add a different list price for products depending on the region
- B. Clone the standard pricebook and create separate pricebooks for each region
- C. Create a separate pricebook for each region

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 97**

A sales manager would like a report of accounts with no closed/won opportunities in the last year. How can this requirement be met?

- A. Create a custom report type for Accounts without Opportunities
- B. Create a tabular report using the Account report type and add a cross filter using Opportunities
- C. Create a Joined report using the Accounts report type and the Opportunities report types
- D. Create a summary report using the Accounts report type with a formula field for opportunity count

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 98**

What should a system administrator consider before using territory management? Choose three answers. \* (1 Point)

- A. Forecasts are derived from Territory hierarchy not Role hierarchy
- B. You need to contact Salesforce to have it enabled
- C. Once enabled it cannot be disabled
- D. It does not working parallel with sharing functions

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 99**

An administrator at Universal Containers has been asked to configure product schedules. What should the administrator consider before enabling this feature?

- A. To remove a product schedule completely, remove it from the standard price book.
- B. The Product Schedule is unavailable in Process Builder and Flow.
- C. Line Item Schedule is unavailable in Process Builder and Workflow.
- D. Customizable product schedule page layouts cannot be modified.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 100**

What things should be specified by the admin to deploy changes from Sandbox to Production org using Force.com IDE? Choose 3

- A. Change set connection settings
- B. Configuration that needs to be transferred
- C. Username and password
- D. Environment where changes will be transferred
- E. Data to be included

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 101**

An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object.

What should the administrator consider about the order of execution for flows?

- A. The last created date of the flow will determine the order.
- B. The flow type will determine the order of execution.
- C. The flows will execute in alphabetical order based on their names.
- D. The order of flow execution is unpredictable.

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 102**

Universal Containers has a process to allow an employee to submit a vacation request and route it to the employee's manager for approval. An employee attempted to submit a request but it could not be submitted. How should the administrator troubleshoot this?

- A. Ensure the approval step has an associated action
- B. Ensure the user record has an assigned active manager (?)
- C. Use workflow to email the administrator if the process fails
- D. Review the system log to determine the root cause

**Answer:** [\(SHOW ANSWER\)](#)

#### **NEW QUESTION: 103**

An auto-response rule sends an email using Template when the field Case Source Is 'email' and Template when Case Source is blank. A Process Builder updates Case Source to 'email' when a case is created using Email-to-Case and to 'web' when a case is created using Web-to-Case. Otherwise, Case Source is blank.

What will occur when a case is created from an Incoming email?

- A. Case Source updates to email and an email is sent out using Template1.
- B. An email is sent out using Template and then Case Source updates to 'email'.
- C. Case Source updates to 'email' and an email is sent out using Template2.
- D. An email is sent out using Template and then Case Source updates to email'.

**Answer:** [B \(LEAVE A REPLY\)](#)

#### **NEW QUESTION: 104**

How can administrator ensure article managers use specified values for custom article fields?

- A. Create a validation rule on article
- B. Require a field on page layout
- C. Use field dependencies on article types
- D. Create different article type for different requirements

**Answer:** [A \(LEAVE A REPLY\)](#)

#### **NEW QUESTION: 105**

Which two should an administrator consider when setting up Salesforce CRM Content? Choose 2 answers.

- A. The library type determines the size of files that can be contributed to content.
- B. The content type determines which fields appear on the Content Detail page layout.
- C. A validation rule can ensure a description is required for all contributed content.
- D. An approval process can ensure that all product-related content is reviewed.

**Answer:** [B,C \(LEAVE A REPLY\)](#)

#### **NEW QUESTION: 106**

When an opportunity with a least one opportunity product close wins, Universal Containers requires that an Invoice record be created with Invoice\_Line\_item\_c records for each Product on the Opportunity.

How should an administrator implement this request?

- A. Use Einstein Next Best Actions.
- B. Use an Opportunity that calls a Flow
- C. Use an Opportunity Approval process.
- D. Use a custom button on the Opportunity.

**Answer: A (LEAVE A REPLY)**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

#### **NEW QUESTION: 107**

A sales rep at AW Computing needs to give read/write access to an Account and related records to a teammate #m\*e the sales rep is on vacation.

How could the administrator enable the sales rep to give record access to a colleague?

- A. Enable public groups for sharing.
- B. Create an ownership-based sharing rule.
- C. Add the Manual Sharing button the page layout.
- D. Include the nap on the Opportunity Team.

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 108**

What type of prices can the system administrator set for an organization's products?

- A. Discount prices.
- B. Sales prices.(100%)
- C. Product prices.
- D. Standard prices.(100%)
- E. List prices.(100%)

**Answer: B,D,E (LEAVE A REPLY)**

#### **NEW QUESTION: 109**

The administrator uses Process Builder to update a field when certain criteria in the record are met. This field has Field Level Security (FLS) set on it and the "Appointment Setting" users

cannot see the field on their page layouts. What will happen when one of the Appointment Setters updates a record to meet the desired criteria?

Select one:

- A. The field will not update when these users trigger the update but it will trigger for other users who can see the field.
- B. The user will receive an error indicating they do not have access to update the field.
- C. The field will fail to update and there will not be a message displayed.
- D. The field update will still occur even though the users cannot see it. Even though the users cannot see the field, it does not stop the field update from occurring.

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 110**

The VP of Marketing is launching campaigns in each region to target accounts that do not have open opportunities. What reporting solution can an administrator set up to assist with this?

- A. Cross Filter
- B. Joined report
- C. Standard Filter
- D. Reporting snapshot

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 111**

What tool would you use to automate a process so a parent case is closed, the child case automatically closes?\* (1 Point)

- A. Auto response rule
- B. Validation rule field update
- C. Apex trigger
- D. Workflow rule field update

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 112**

AW Computing wants to identify If certain customer is eligible for a service contract based on Contract. How to check it ?

- A. Service Contracts with Entitlements
- B. Entitlements Only
- C. Service Contracts with Contract Line Items and Entitlements

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 113**

Universal Container set a Territory Management where in managers and sales supports are in the same role. What could be the access of the Managers on Account and Opportunity? Choose 3

- A. Edit, delete and transfer on opportunity that is related to an account regardless who owns it

- B. View all on opportunity That is related to an account, regardless who owns it
- C. Edit, delete and transfer on accounts that is related to an account regardless who owns it
- D. Edit on accounts, regardless who owns it
- E. Edit and Transfer on opportunity, regardless who owns it

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 114**

To set the default level of access for users to be able to access each other's records, you would use:

Select one:

- A. The Role Hierarchy.
- B. Organization Wide Defaults.
- C. Sharing Rules.
- D. Territory Management

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 115**

Universal Containers wants to track expense reports and expense line items. Values from expense line item records need to be aggregated and displayed on the expense record. What type of relationship should an administrator use to ensure that expense line items can be aggregated?

- A. Master-Detail
- B. Roll-up summary
- C. Hierarchical
- D. Lookup

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 116**

When an opportunity with at least one opportunity product close wins, Universal containers requires that an Invoice\_c record be created with Invoice\_Line\_Item\_c records for each Product on the Opportunity. How should an administrator implement this request? \* (1 Point)

- A. Use an Opportunity Approval Process
- B. Use Einstein Next Best Actions
- C. Use a custom button on the Opportunity
- D. Use a Process Builder that calls a Flow

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 117**

Which of the following features is NOT unique to Salesforce Knowledge? \* (1 Point)

- A. Synonym Search
- B. Categories

C. Custom Page Layouts

D. Article Types

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 118**

SFB Industries have two custom objects in a master--detail relationship Total Payments & Daily Payments. If more than 3 daily payment records are added to a total payment record, a notification needs to be sent to the operations manager. How can this be achieved?

A. Create an Apex Trigger on Total Payments

B. Use a roll--up summary field in combination with a workflow rule and email alert

C. Setup a workflow rule with an email alert

D. Create a cross object formula field in combination with a workflow rule and email alert

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 119**

The VP of Marketing is launching campaigns in each region to target accounts that do not have open opportunities. What reporting solution can an administrator set up to assist with this?

A. Standard Filter

B. Reporting snapshot

C. Cross Filter

D. Joined report

**Answer:** C ([LEAVE A REPLY](#))

**NEW QUESTION: 120**

How can additional permissions be given to a user without editing the profile itself? Choose two answers. \* (1 Point)

A. role hierarch

B. permission set

C. sharing rule

D. delegated administration

**Answer:** B,D ([LEAVE A REPLY](#))

**NEW QUESTION: 121**

How can an administrator improve the relevance of search results for support agents searching for knowledge articles to solve articles?

Choose 3 answers

A. Enable feed tracking on all relevant article types.

B. Create a record type for each data category.

C. Define synonyms for common search terms.

D. Create data categories and assign articles to each category.

E. Pre-populate article search filters based on the values of case fields.

Answer: ([SHOW ANSWER](#))

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF** Special Discount: **Exam-Tests**)

**NEW QUESTION: 122**

SFB Industries operates in a highly regulated industry. Recently a key bit of information has been changed from a customers record. How can this be audited in the future?

- A. Field History Tracking
- B. Login History
- C. Setup Audit Trail
- D. Debug Logs

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 123**

A Standard user wanted to add a value on a Picklist. Currently, the system Admin is not able to do this. What can the System Admin do?

- A. Give the user Modify All permission
- B. Clone the System Admin Profile and assign it to the user for the mean time
- C. Make the user a Delegated System Admin for that Object
- D. Make the user a Delegated System Admin User

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 124**

Universal Containers wants to create a Feedback\_\_c custom object related to Account and ensure all feedback records are owned by the same user as the Account owner.

How should an administrator relate Feedback\_\_c to Account?

- A. Create a master-detail field on Feedback\_\_c.
- B. Create a junction object between Account and Feedback\_\_c.
- C. Create a hierarchical field on Feedback\_\_c.
- D. Create a lookup Account field and filter on Feedback\_\_c.

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 125**

A sales manager cannot view contact owned by a salesperson. The sales person is below the sales manager in the role hierarchy. Why can't the sales manager view the contact?

- A. Contact sharing settings are Private
- B. The contact has not been manually shared with the manager
- C. The contact is not linked to an account
- D. Contact sharing setting have Grant Access Using Hierarchies unchecked

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 126**

Universal Containers needs to use a different pricebook for sales representatives in each of the US, LATAM, EMEA, and APAC regions. What should the system administrator do? \* (1 Point)

- A. Clone the standard pricebook and create separate pricebooks for each region
- B. Create a separate pricebook for each region
- C. Add a different list price for products depending on the region

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 127**

How are the detail records shared in a master-detail relationship?  
Select one:

- A. They inherit the sharing settings of their master (parent) record.
- B. With Field Level Security settings.
- C. They have their own OWD sharing settings.
- D. With Permission Sets.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 128**

Suri only has the "read" permission for the case object on her profile. A criteria-based sharing rule gives her read/write access to product support cases. Will Suri be able to edit product support cases?

- A. No
- B. Yes

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 129**

What are the things to consider about master detail (choose 3)

- A. We need to fill up lookup fields in child object
- B. Child record wont be deleted when parent is deleted
- C. Child record will be deleted when parent is deleted
- D. Master object will be the master object in a report

**Answer: A,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 130**

Your organization's VP of Sales wants to automatically add the account name to an opportunity name once a record is saved. How can this be done? \* (1 Point)

- A. Create a Workflow Rule with an immediate workflow trigger to update the opportunity name field using concatenate
- B. Use validation to update the field
- C. Enforce an opportunity naming guideline for Sales Reps
- D. Use an Apex Trigger

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 131**

A sales representative changed the ownership of an account that they owned. What impact will this have on sharing?

- A. All ownership-based sharing rules will be recalculated.
- B. All criteria-based sharing rules will be recalculated.
- C. Related opportunity records will become Read-Only for account team members.
- D. Users who had access through manual sharing will lose access.

**Answer: A,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 132**

If a system administrator has unchecked the " Enable Content Pack Creation" setting, what can users do with content packs? \* (1 Point)

- A. Users can modify existing content packs
- B. Users cannot do anything to existing content pack
- C. Users can only edit description and title of existing content packs

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 133**

The administrator at AW Computing has received an email for a system error indicating that their organization has reached its hourly limit processing workflow time triggers.

Which two processes should the administrator review? Choose 2 answers

- A. Apex Triggers
- B. Debug Logs
- C. Paused now Interviews
- D. Time-Based Workflows

**Answer: B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 134**

An administrator at Cloud Kicks has created and tested a screen-based lead qualification flow in a MI sandbox environment and has deployed the flow to production.

Which two options would allow use of the flow after it has been deployed?

Choose 2 answers

- A. Enable Apex jobs in the user interface.
- B. Deactivate other versions of the flow.
- C. Manually activate the inactive flow.
- D. Deploy processes and flows as active.

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 135**

You can cancel pending actions in the entitlement process queue. \* (1 Point)

- A. False
- B. True

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 136**

What is allowed with Territory Management and the territory hierarchy but NOT with the standard Role Hierarchy? Choose 2 answers

- A. Allow visibility into direct reports' records for management
- B. Grant access to related records based on account sharing
- C. Allow multiple forecasts for each user
- D. Grant access to records regardless of ownership

**Answer: ([SHOW ANSWER](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As  
Dumps, **40%OFF Special Discount: Exam-Tests**)

#### **NEW QUESTION: 137**

Which value rolls up the hierarchy to the manager for both Customizable and Collaborative Forecasts? Choose 2 answers

- A. Opportunity amount
- B. Expected revenue
- C. Product quantity
- D. Quota amount

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 138**

While working with a report a Sales Manager at SFB Industries would like to see the % that each opportunity is contributing to the overall pipeline. How can this be achieved?

- A. Create a custom summary formula and use the PREVGROUPVAL function
- B. Create a custom summary formula and use the PARENTGROUPVAL function
- C. Create a formula field on the opportunity that uses the PARENTGROUPVAL function. Include this in the report
- D. Create a formula field on the opportunity and include this in the report

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 139**

Cloud Kicks (CK) wants the forecast numbers to be shown by territory regardless of who owns the record. CK also wants a way to forecast based on role hierarchy.

Which three options should an administrator recommend?

Choose 3 answers

- A. Enable Territory Forecast.
- B. Have the user select the forecast type listed under the Forecast Type in the Display Settings.
- C. Enable Role Hierarchy Forecast.
- D. Make a custom field to track the amounts for Territory and Hierarchy Forecast.
- E. Modify the Territory Forecast to match the Hierarchy Forecast model.

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 140**

Agents can file vacation leave request that must be approved by the manager. An agent is unable to submit the request. What could be the possible cause?

- A. There is System Error
- B. There is no Manager for User
- C. Approval Process is not enabled for them

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 141**

If users role is changed from Emea Sales to US Sales, what will be impact on ownerbased Sharing rule ?

- A. None of sharing rules will be recalculated
- B. Only manual sharing will be recalculated
- C. All Sharing rules will be recalculated automatically
- D. Sharing rule will be recalculated only if users move up in hierarchy

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 142**

What statement is true regarding salesforce communities' members?

Choose 2 answers

- A. They find crowdsourced answers and knowledge articles in the Q&A tab to resolve a support issue.
- B. They must belong to a company's internal community to participate in chatter collaboration.
- C. Their reputation levels must be the same across all communities of which they are members.
- D. They use the standard ideas tab to submit, comment on, and vote for ideas.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 143**

The recruiting manager at Universal Containers has requested a new picklist value in the Type field on the Position object by the end of the week. If the administrator is unable to complete this request in the desired timeline, what type of access will allow the recruiting manager to make the changes in Salesforce?

- A. Modify All and View All access to the Position object
- B. Create, Read, Edit, and Delete access to the Position object
- C. Delegated administration to manage recruiting users
- D. Delegated administration over the Position object

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 144**

Universal Containers' support team needs to track service level agreements for customers.

Today, they manually look up contracts by name when a customer calls.

How should an administrator automate this process?

- A. Enable entitlements and add the tabs for entitlements and service contracts.
- B. Create a private Chatter group for customers with high-priority service level agreements.
- C. Configure a workflow rule that sends an email alert of old cases to the support manager.
- D. Enable Case Feed and add a Contracts custom publisher to the Case Feed layout.

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 145**

You can cancel pending actions in the entitlement process queue.

- A. True
- B. False

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 146**

The inside sales manager at Universal Containers wants to be able to report on how long leads have a Lead Status of "Open" before the status changes to another value. Additionally, the sales

team has requested the status value be changed with fewer clicks. What should the administrator do to meet this requirement?

- A. Use a workflow rule that sends an email when the Lead Status is changed and an approval process to update the status
- B. Turn on Field History tracking for the lead status field and create a report based on that field
- C. Use a publisher action to change the status value and a workflow rule to update a date field
- D. Use a formula field to calculate the difference between the current and created date when the status changes

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 147**

The distributors at Cloud Kicks are eligible for support based on a specific service contract-How should the administrator show this in Salesforce?

- A. Build a new custom object.
- B. Use entitlement management.
- C. Add a service contract to the record.
- D. Turn on Service Cloud.

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 148**

Universal Containers uses Enterprise Territory Management to manage its sales territories. The sales managers want to see who the account is manually shared outside of territory rules. How can the system administrator meet this requirement? \* (1 Point)

- A. Add the "Users in Assigned Territories" related list to the sales page layout
- B. Add the "Assigned Territories" related list to the sales page layout
- C. Add "Assign Territories" permission to the sales manager's profile
- D. Add "Manage Territories" permission to the sales manager's profile

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 149**

AW Computing is running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.

What should the administrator recommend for these requirements?

- A. Enable Subscriptions.
- B. Implement CPQ.
- C. Remove the approval process.
- D. Create a separate price book.

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 150**

How can the Social Accounts and Contacts feature be used to enrich Salesforce data?

- A. The administrator can use the company's Facebook login to allow all users to see all public information on contacts.
- B. Users can use their Twitter logins to display a contact's tweets when they are viewing contact records.
- C. Users can use their Facebook logins to import education information for all of their Facebook friends.
- D. The administrator can log into LinkedIn to Import publicly displayed education information for contacts.

**Answer: D** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 151**

Salesforce Knowledge offers administrators the ability to fully customize the way an article type displays to an end user.

- A. False
- B. True

**Answer: B** ([LEAVE A REPLY](#))

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As  
Dumps, **40%OFF Special Discount: Exam-Tests**)

#### **NEW QUESTION: 152**

The VP Sales wants to require that the Next Step field is always updated when an opportunity stage is changed. How can this process be automated?

- A. Create a validation rule with the following formula: AND ( ISCHANGED (StageName) , NOT (ISCHANGED (NextStep))
- B. Create a workflow rule with the following formula: AND ( ISCHANGED (StageName) , NOT (ISCHANGED (NextStep))
- C. Create a workflow rule with the following formula: AND ( ISCHANGED(ISPICKVAL(StageName)), NOT (ISCHANGED (NextStep)))
- D. Create a validation rule with the following formula: AND ( ISCHANGED(ISPICKVAL(StageName)), NOT (ISCHANGED (NextStep)))

**Answer: A** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 153**

What will happen when you use dataloader?

- A. Once transfer - apex test code will automatically run
- B. Components will be transfer along with dependants
- C. Ownerbase sharing will be recalculated
- D. Manual sharing rules will not carry over

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 154**

DreamHouse Realty wants to notify an assigned agent when an appointment is booked on a custom object for one of their listed homes along with the total number of appointments booked so far. The administrator has configured a Roll-up Summary for the number of appointments as well as a flow to detect the creation of a new appointment and send the information to the agent. What consideration about process automation should the administrator be aware of to ensure the right information is delivered?

- A. Rows can only be triggered from the records created on standard objects.
- B. Roll-up Summary calculations will prevent a Flow from being triggered.
- C. Only standard objects can be used with Roll-up Summary fields.
- D. Roll-up Summary calculations run after processes and workflows.

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 155**

Ursa Major Solar has a global customer base. Recent issues with customs have greatly delayed shipping to Canadian customers. While the Country field is already on the page layout, the sales team wants Canadian customers highlighted as a potential challenge for fulfillment until the shipping issue is resolved.

How should the administrator solve this issue?

- A. Modify the page layouts to move the Country field into its own section.
- B. Create a new record type and page layout for Canadian customers, ensuring their pages look different.
- C. Add a rich text component to the Lightning page. Use conditional visibility to only show the component if the account is Canadian.
- D. Create an in-app guidance prompt for Canadian records.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 156**

Universal Containers wants to ensure that the following opportunity fields are present on each record at the negotiation/review or won stages:

Amount (Currency) is populated.

The Ready to Close (Checkbox) must also be true.

Which validation rule error condition should the administrator configure to meet these requirements?

A)

```
AND(OR(StageName = "Negotiation/Review", StageName = "Closed Won"),OR(ISBLANK( Amount ),Ready_to_Close__c = FALSE))
```

B)

```
AND(OR(ISPICKVAL(StageName, "Negotiation/Review"), ISPICKVAL(StageName, "Closed Won")),OR(ISBLANK( Amount ),Ready_to_Close__c = FALSE))
```

C)

```
AND(OR(ISPICKVAL(StageName, "Negotiation/Review"), ISPICKVAL(StageName, "Closed Won")),OR(NOT(ISBLANK( Amount )),Ready_to_Close__c = TRUE))
```

D)

```
AND(OR(StageName = "Negotiation/Review", StageName = "Closed Won"),OR(ISBLANK( Amount ),Ready_to_Close__c = TRUE))
```

- A. Option A
- B. Option D
- C. Option B
- D. Option C

**Answer:** ([SHOW ANSWER](#))

#### NEW QUESTION: 157

The VP of finance noticed incomplete information on the record that indicates if the borrower was approved or offered an alternate product. This information is collected mid-way through the sales cycle in a picklist.

How should the administrator ensure this Add is completed prior to dosing the opportunity?

- A. Create a workflow rule.
- B. Create a validation rule,
- C. Make the field required on the page layout.
- D. Make the field required in field-level security.

**Answer:** ([SHOW ANSWER](#))

#### NEW QUESTION: 158

Which two requirements must be met for a user to view knowledge Articles within a Salesforce organization?

Check 2 answers.

- A. The user must be assigned a Salesforce Knowledge license.
- B. The user must have the manage articles permission on the profile.
- C. The user must have access to the articles tab.
- D. The user's profile must have the read permission for the at least one article type.

**Answer:** ([SHOW ANSWER](#))

#### NEW QUESTION: 159

a salesforce user has created a lightning report that lists all customer support cases. other users can change the date range but are NOT allowed to changed case statuses.

how can the report creator configure the report to meet these requirements?

- A. Save the report in public folder and grant Read Only access to the folder.
- B. Save the report in private folder and lock the status filter on the report.
- C. Save the report in public folder and lock the status filter on the report.
- D. Save the report in private folder and grant Read Only access to the folder.

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 160**

Universal Containers wants to use Salesforce as part of their recruiting process. They need to track applicants and positions. Applicants should be able to apply for multiple positions. There should be a field on both the position and applicant records that sums the number of applications for each candidate.

How should an administrator define an application object to meet these requirements?

- A. Create a master-detail field on both the position and applicant to the application.
- B. Create master-detail fields on the application object to both the position and applicant.
- C. Create a lookup field on both the position and applicant to the application.
- D. Create lookup fields on the application object to both the position and applicant.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 161**

A user needs to copy existing products from a pricebook. What should be taken into consideration when cloning products or pricebooks?

- A. Enable manage pricebooks
- B. Customer should be able to create a pricebook if they have access to pricelist
- C. Pricebooks cannot be cloned when the user has access on products and pricebooks
- D. Pricebooks cannot be cloned when the user has no access on products and pricebooks
- E. Pricebook must be enabled first before user can use the the pricelist

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 162**

An administrator must select milestones from an existing list of available milestones.

- A. False
- B. True

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 163**

Which of the following are current limitations of Salesforce Knowledge? (@Winter 18) Select 3

- A. You can have up to 100 categories in each group.
- B. You can define up to 50,000 articles in total.
- C. You can define up to 5 category groups with only 3 active at any time.
- D. You can define up to 5 category groups.
- E. You can have up to 100 groups in each category.

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 164**

The administrator needs to give an IT Manager full access to customize Salesforce. How can this be accomplished?

- A. Create a new profile for the user and grant edit access to all objects
- B. Create a delegated Administrator group
- C. Create a permission set and grant edit access to all objects
- D. Create a permission set and grant Customize Application permission

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 165**

How should a Workflow issue be properly monitored and Debugged?

- A. Check the Time Based Workflow Log
- B. Add a new monitored user and check the Debug Logs
- C. Check the standard Workflow logs
- D. Check the standard Debug Logs

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 166**

Users report that the industry picklist field is no longer visible on account records. What test can an administrator use to troubleshoot the issue?

- A. Setup audit trail
- B. Debug log
- C. Field history tracking
- D. Field audit history

**Answer: ([SHOW ANSWER](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 167**

What is true about Salesforce Communities? Choose 2

- A. Ideas tab is used by community users to submit, like and promote Ideas
- B. Communities can be used by internal salesforce users only

C. Reputation level is the same across all communities.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 168**

Universal Containers wants customers who buy the Freight Container product to be baled in monthly installments. How can an administrator meet this requirement?

- A. Create a default revenue schedule on the product
- B. Create a workflow rule on the product
- C. Create a default quantity schedule on the product
- D. Create custom fields on the product

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 169**

Capability of Collaborative Forecast and Customizable Forecast Choose 2

- A. Rename Categories
- B. Choose monthly or quarterly
- C. Track sales quota
- D. Create custom Field

Answer: B,C ([LEAVE A REPLY](#))

**NEW QUESTION: 170**

A user with permissions to create price books wants to quickly create a new product with the same information as the existing product by cloning the product.

What is an important consideration when cloning a product?

- A. Price book entries need to be activated before users can use the new price book.
- B. Price book entries in price books that the user does NOT have access to will not be created.
- C. Price book entries will NOT be created in the standard price book.
- D. Price book entries in price books that the user does NOT have access to will be created.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 171**

Sales management wants a small subset of users with different profiles and roles to be able to view all data for compliance purposes. How can an administrator meet this requirement?

- A. Enable the View All Data permission for the roles of the subset of users
- B. Assign delegated administration to the subset of users to View All Data
- C. Create a permission set with the View All Data permission for the subset of users
- D. Create a new profile and role for the subset of users with the View All Data permission

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 172**

The sales operations team has required a new custom object with the

following requirement:

- . The sales managers should have full access to all records created
- . The object's sharing default should be set to private.
- . No new sharing rules should be created.

how can the system administrator set up the security for this object? choose 2

- A.** Create a Record type with "Modify all" checked, and assign this Record type to the sales manager profile.
- B.** Add the "modify all" permission to the sales manager profile for the new object
- C.** create a role for all sales Manager users with "Modify all" checked for the object.
- D.** Create a permission set for all sales Manager users with "modify all" checked for the object.

**Answer:** ([SHOW ANSWER](#))

### **NEW QUESTION: 173**

Recruiters at Universal container uses the position object to enter and track new position. They are required to select existing salesforce user in hiring manager field. what type of relationship exist between position and user object.

- A.** Junction
- B.** Lookup
- C.** Hierarchical
- D.** Master Detail

**Answer:** **B** ([LEAVE A REPLY](#))

### **NEW QUESTION: 174**

Which two processing steps are triggered when reassigning Account owners using the Mass Transfer tool?

Choose 2 answers

- A.** All Account sharing rules are recalculated.
- B.** Only Owner-based sharing rules are recalculated.
- C.** All manual sharing is removed from the Accounts
- D.** Manual sharing is updated to reflect the new Owner

**Answer:** **A,D** ([LEAVE A REPLY](#))

### **NEW QUESTION: 175**

An Administrator has been asked to grant read, create and edit access to the product object for users who currently have the standard marketing user profile. How can this be accomplished?

Choose 2 Answers

- A.** Create a permission set with read and write access for the product object and assign it to the marketing users
- B.** Create a permission set with read, create and edit access for the product object and assign it to the marketing users

**C.** Change the access levels in the marketing user standard profile to read, create and edit for the product object

**D.** Create a new profile for the marketing users and change the access levels to read, create and edit for the product object

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 176**

In a private sharing model, what is a possible reason a user can view an account record without being the record owner or system administrator?

**A.** The user's direct report in the role hierarchy owns the account.

**B.** The user is in a public group at the top of the group hierarchy.

**C.** The user is a member of the account team.

**D.** The user is a member of a queue that owns the account.

**Answer: A,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 177**

Cloud Kicks has two record-triggered flows on the same object. One flow creates a child record when criteria are met. The second record-triggered flow is based on criteria to check if the child record exists and updates a field. The field on the child record that needs to be updated is still null after the second record trigger.

What should the administrator do to resolve this issue?

**A.** Have the record-triggered flows fire on create or edit to update the field.

**B.** Make a new record-triggered flow on the child object to update the field on the parent record.

**C.** flows into schedule flows and have them update the field.

**D.** Combine the two flows into one with checks to see which part of the flow needs to be run.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 178**

A sales manager is receiving an "insufficient privileges" error when viewing a contact. The contact owner is under the manager in the role hierarchy and "grant access using hierarchies" is checked in their sharing settings. Why is the sales manager not able to view the contact?

**A.** The account sharing settings are controlled by the parent, and the account owner is not under the sales manager's role

**B.** The contact owner has not selected the option to share contacts with others in the role hierarchy

**C.** The contact sharing settings are private, so access to the record is omitted to the contact owner and the system administrator

**D.** The contact sharing settings are controlled by the parent, and the account owner is not under the sales manager's role

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 179**

A sales manager would like access to the following information:

All closed/won opportunities in the last six months for each account the manager owns.

All cases created within the last six months for each account the manager owns.

How can the administrator meet these requirements?

- A. Create an Account report and add Opportunity and Case cross filters
- B. Create a single report using the Joined Reports feature
- C. Create an Account report that groups by opportunities and cases
- D. Create a custom report type to combine the data into a single report

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 180**

How can we make sure that users are using a uniformed set of tagging when using Contents.

Choose 3

- A. Enable restricted tagging
- B. Make sure to set specific taggings with the contributors
- C. Use Prepopulated tagging
- D. Create a picklist

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 181**

Identify features from the list below that are included in Live Agent. (Select 3)

- A. Share the customer's screen
- B. Block visitors by IP Address
- C. Pre-Chat Forms and Post-Chat pages
- D. Enable agents to include standard responses without having to type each time
- E. Block visitors by username

**Answer: B,C,D ([LEAVE A REPLY](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As  
Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 182**

What is NOT a feature of CRM Content Packs?

- A. A content pack can include any file from inside CRM content

- B. CRM Content requires a feature license,
- C. A content pack can contain a collection of related documents
- D. If individual documents are updated the content pack can also be updated

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 183**

Users have been given Read/Write access to product support cases through criteria-based sharing rules. A user's profile only has read permission for cases. What can the user expect regarding their ability to edit product support cases?

- A. The user will be able to edit product support cases.
- B. The user will only be able to edit cases manually shared with them.
- C. The user will only be able to edit the cases that they created.
- D. The user will not be able to edit product support cases.

**Answer:** D ([LEAVE A REPLY](#))

**NEW QUESTION: 184**

The administrator at Universal Containers needs to convert a lookup relationship to a master-detail relationship.

What should the administrator verify to ensure that the conversion is successful?

- A. The lookup field in all records contains a value.
- B. No roll-up summaries exist on the lookup object.
- C. The lookup field is required on the child object.
- D. The owner is the same for all related records

**Answer:** A ([LEAVE A REPLY](#))

**NEW QUESTION: 185**

Universal Container sells container and they ship it one time and payment is made monthly. What should be Scheduling ?

- A. Revenue and Quantity
- B. Revenue
- C. Quota
- D. Quantity

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 186**

How should an administrator ensure article managers use specified values for custom article fields?

- A. Create different record types for different requirements.
- B. Require a field on the page layout.
- C. Create a formula field in the article.
- D. Use field dependencies on record type

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 187**

Universal Containers uses Territory Management to manage its sales territories. Territory managers and sales representatives are at the same role level in the role hierarchy. Account and Opportunity objects are set to private.

Which three permissions should be granted to territory managers.

Choose 3 answers

- A.** Transfer and Delete opportunity assigned to the territory, regardless of who owns the opportunities.
- B.** Transfer All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- C.** View All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- D.** Edit All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- E.** View, Edit, Transfer, and Delete accounts assigned to the territory, regardless of who owns the accounts.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 188**

A system administrator would like to find out what ip ranges were recently added to the network access ip ranges list. What tool can be used to obtain this information?

- A.** Setup audit trail
- B.** Debug log
- C.** Network deny log
- D.** Network access log

**Answer:** **A** ([LEAVE A REPLY](#))

**NEW QUESTION: 189**

Cloud Kicks wants to force its users to set a value for a custom called Tier by answering a series of questions.

What two functions should the administrator use to ensure that users cannot bypass answering these questions in order to determine their Tier value.

Choose 2 answers

- A.** Set up a restriction rule on the field.
- B.** Make the field Read Only on the page layout.
- C.** Use a screen flow to ask the question.
- D.** Set up a list view for the list of questions.

**Answer:** **C** ([LEAVE A REPLY](#))

**NEW QUESTION: 190**

How can Accounts be added to Territories?

- A. Role Hierarchy Assignment
- B. Territory Assignment Queue
- C. Account Assignment Rules
- D. Manual Assignment

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 191**

Cloud Kicks would like to establish a backup administrator who can assign but not modify user permission How should this be accomplished?

- A. Set up the user as a delegated administrator.
- B. Create an administrator permission set group
- C. Assign 'the user the System Administrator profile.
- D. Configure a custom administrator profile.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 192**

Cloud Kicks has just released a new Process Builder on the Account in production. The end users keep getting error messages that prevent them from completing their updates to the Account. Which three things should the administrator do to resolve this issue?

Choose 3 answers

- A. Have the users refresh the Account page so they get the current Process Builder.
- B. Manually make the updates to the Account as the logged-in user.
- C. Deactivate the Process Builder in production.
- D. Review the Error Email for the Process Builder and rectify the issues.
- E. Fix the Process Builder in a sandbox and migrate the change to production.

**Answer: B,C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 193**

AW Computing wants to enable a backup resource to assign permissions while restricting the backup resource's ability to create or modify permission sets.

Which feature should be employed to accomplish this request?

- A. Customize Application Permission
- B. Delegated Administrator
- C. Assignment Rules
- D. View All Users Permission

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 194**

Which capability is available in both customizable Forecasting and collaborative forecasting?  
choose 2

- A. Ability to customize the forecast object with custom fields.
- B. Ability to choose to forecast either monthly or quarterly.(100%)
- C. Ability to track forecasts against sales quotas.(100%)
- D. Ability to rename forecast categories.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 195**

The Marketing Manager at Universal Containers wants to change the column headings for several of the fields on opportunity reports.

What approach should an administrator take to meet the requirements?

- A. Build a Custom Report type and use Display As in Edit Layouts to make the requested changes.
- B. Create bucket fields for each field and enter the new column heading in the Bucket Name Field.
- C. Edit the fields Available for Reports sections in the Opportunities report type to make the changes.
- D. Use Rename tabs and labels to change the field labels as needed.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 196**

What can you do as a system administrator to meet this requirement?

- A. Create a custom report type
- B. Create a Standard report type with crossfilter
- C. Create a joined report
- D. Analytic Snapshots

**Answer:** C ([LEAVE A REPLY](#))

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As  
Dumps, **40%OFF Special Discount: Exam-Tests**)

#### **NEW QUESTION: 197**

The administrator at Cloud Kicks noticed that the before trigger they are working on executes successfully but fails to save the original version of the record to the external data archive. The

administrator finds there is also a record-triggered flow on that object that is configured to run before save.

How should the administrator advise the developer'

- A. The code could be trying to create duplicates in the archive when it is unable to.
- B. Record-triggered flows that are configured to
- C. The trigger is writing the data to the wrong place in the external data archive.
- D. A validation rule could be preventing records from ever meeting the conditions in the trigger.

**Answer: A,B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 198**

What tool can be used to deploy sandbox to 2 different Orgs ?

- A. DataLoader
- B. ChangeSet
- C. Force.com Migration Tool
- D. Import Wizard

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 199**

Your company sells large mainframes that are delivered in one delivery but are paid for with several regular installments. What type of schedule should you set up? \* (1 Point)

- A. Default Revenue Schedule
- B. Default Revenue and Quantity Schedule
- C. Default Quantity Schedule
- D. Don't create any default schedule

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 200**

What is a capability of Territory management? Choose 2 answers

- A. The ability to use account criteria to expand a private sharing model
- B. The ability to use opportunity criteria to expand a private sharing model
- C. Support for complex and frequently changed sales organization structures
- D. Territory hierarchy replaces the role hierarchy for sharing

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 201**

Cloud Kicks is a large company with many divisions. Some divisions have a higher turnover, so each division wants to be able to create and manage users only within their division.

What should the administrator do to set this up?

- A. Create a permission set group for the division leaders.
- B. Set up delegated administrators for the division leaders.
- C. Customize and assign profiles for the division teams.

D. Assign a flat territory role hierarchy for the divisions.

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 202

Universal containers set Job applicants to have the Position that they have applied for as a required field. Also, Position can have multiple Job applicants. If the Position is to be deleted, all Job applicants that are related to it should not be deleted. What type of relationship do Job applicants have with Position?

- A. Create a lookup relationship with Position as the parent
- B. Make a many to many relationship using a junction object
- C. Create a custom object between Position and Applicant with lookup field to the junction
- D. Create a master-detail relationship with Position as the master

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 203

Universal Container (UC) is considering using Communities. Each partner is associated with a product and will need a separate community?

Some partners will need to access to more than one community.

What are two consideration an administrator should be aware of?

Choose 2 answers

- A. Communities licenses are associated with a specific community.
- B. Community license choice of member-based or login-based.
- C. The org limit of 100 community does not include inactive or preview communities.
- D. The org limit of 100 communities includes active, inactive, and preview communities.

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 204

Universal Containers wants to implement a new entitlement process for premier support accounts. This support includes phone contact with the customer every 24 hours from the time the case is created for as long as it remains open.

How should an administrator configure this requirement?

- A. Enable milestone tracker
- B. Build a sequential milestone
- C. Configure an escalation rule
- D. Create an independent milestone

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 205

An administrator receives a request to allow users to view forecasts for opportunities with hardware products separate from opportunities that include software products. Users can have a different quota for hardware sates and software..

How should the administrator organize the products to accomplish this?

- A. Product Name
- B. Product Line Items
- C. Product Schedules
- D. Product Families

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 206**

Universal Containers is implementing a new lead status process and wants to be able to do the following:

- Track leads through five different status values
- Run reports showing the duration a lead spends in each status
- Run full Lifetime reports of a lead from creation to conversion
- Prevent leads from skipping a lead status

How can these requirements be met?

- A. Use lead history reporting to track changes in the lead status field, and use custom reporting fields to calculate status duration. Use validation rules to prevent status skipping
- B. Use field history tracking on the lead status field to track the duration of each status. Use validation rules to prevent status skipping
- C. Use an Apex Trigger to populate custom date fields for each status, and use custom formula fields for calculating duration of each status
- D. Use custom date fields and workflow rules for each status, and use custom formula fields for calculating duration of a status. Use validation rules to prevent status skipping

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 207**

Universal Containers uses Salesforce Knowledge and has defined its category groups based on the regions of Europe, America, Africa and Asia. The administrator needs to restrict visibility of each category to the sales representatives within each region. How should the administrator control access to these category groups?

- A. Modify object settings for the category groups on the sales user's profile
- B. Add or remove sales users from a public group with access to the category groups
- C. Add custom category to the profiles assigned to the sales users
- D. Add custom category groups to the roles assigned to the sales users

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 208**

Which tools would you use to deploy metadata from one organization to either a RELATED or UNRELATED organization? Choose two answers. \* (1 Point)

- A. Force.com IDE
- B. Change sets

- C. Unmanaged Packages
- D. Force.com Migration Tool

**Answer: A,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 209**

With customizable forecasting you can forecast any of the following data (3)

- A. units of product family
- B. amount
- C. quantity
- D. units of individual products

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 210**

Admin is asked to restrict visibility of cases of a particular record type to 5 users. One user is assigned the Support Manager Profile, while the other four are assigned th Support Representative Profile. How can admin accomplish this?

- A. Create a Public Group and parent case record type
- B. Create a Public Group and criteria-based sharing rule to extend to the 5 users
- C. Create a new profile for the 5 users
- D. Modify the profiles of the 5 users

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 211**

The salts team at Universal Containers has asked the administrator to build functionality to automatically update the account checkbox field 'Opportunity Created' to checked when at least one related opportunity has been created.

What feature should the administrator use to build this functionality?

- A. Record-triggered flow
- B. Assignment rule
- C. Screen flow
- D. Workflow rule

**Answer: A ([LEAVE A REPLY](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:

**NEW QUESTION: 212**

An administrator has created content types for Salesforce CRM Content and has been asked to restrict the content types that are in a library.

How can an administrator meet this requirement? Choose 2 answers

- A. Select the "Restrict the content types available in the library" checkbox.
- B. Add the default content type to the Selected Content Types list.
- C. Add the Related Content related list to the page layout for the associated object.
- D. Add members to the library who are users or members of public groups.

**Answer: B,D (LEAVE A REPLY)**

**NEW QUESTION: 213**

Ursa Major Solar allows its scientists to log new stars as they find them, but on occasion, they log the same star by mistake. The administrator wants scientists to be notified when a record is deleted and by whom, and to maintain their own discovery information.

What automation solution should be used to send the notification?

- A. Process Builder
- B. flow
- C. Heroku
- D. Workflow Action

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 214**

Universal Containers uses Territory Management to manage its sales territories. Territory managers and sales representatives are at the same role level in the role hierarchy. Account and Opportunity objects are set to private.

Which three permissions should be granted to territory managers.

Choose 3 answers

- A. View All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- B. View, Edit, Transfer, and Delete accounts assigned to the territory, regardless of who owns the accounts.
- C. Transfer All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- D. Transfer and Delete opportunity assigned to the territory, regardless of who owns the opportunities.
- E. Edit All opportunities associated with accounts in the territory, regardless of who owns the opportunities.

**Answer: A,D,E (LEAVE A REPLY)**

**NEW QUESTION: 215**

An administrator is planning the release process for the year. The team will be using change sets to process deployment to production.

Which three best practices should be considered?

- A. Use matching names for global publisher layouts and Outlook publisher layouts.
- B. Make sure change sets are limited to 10,000 files.
- C. Make sure to deploy all dependent components.
- D. Plan your deployments around the production and sandbox maintenance schedules.
- E. Be sure to test only after business hours the data after deployment.

**Answer: B,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 216**

users at Northern Trail Outfitters have a lot of fields on their new account records because they track their accounts and competitors on the Account object. For accounts created for customers, they need access to different fields than the accounts used to track competitors. For partner accounts, they need different values in the Industry field.

What should the administrator use to resolve the issues?

- A. Required Fields
- B. Business Processes
- C. Record Types
- D. Flow Builder

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 217**

Administrator has been tasked with creating a new custom field on the Account object called Government Der. The compliance department has determined that this field contains sensitive Information and needs to be encrypted using Classic Encryption.

How will this impact users when reading, editing, or reporting on Accounts?

- A. Users will need the View Encrypted Data permission to edit the field.
- B. Encrypted fields are unable to be used the report criteria or list views filters.
- C. Users with the View Encrypted Data permission can see the field, regardless of Field-Level Security.
- D. Encrypted fields can be added to a list view and rule filters.

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 218**

An administrator is asked to create a report to calculate the year-over-year changed in the dollar amount of a company's opportunities.

What reporting tool should be used to complete this request?

- A. A row-level formula to compare amounts grouped by year.

- B. A joined report with two report blocks for each year
- C. A custom summary formula with the PREVGROUPVAL function.
- D. A custom summary formula with PARENTGROUPVAL function

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 219**

What permissions must be enabled on a profile to find duplicate records?

- A. Delete
- B. Locate Duplicate Records
- C. View All Data
- D. Merge
- E. Read and Edit

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 220**

With Customizable Forecasting you can forecast any of the following data. Choose three answers.

- A. Amount
- B. Quantity
- C. Units of Individual Products
- D. Units of Product Family

**Answer: A,B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 221**

Person sends an email from new refreshed Configuration Sandbox but user isn't getting the email in his org. How to debug it? Choose 2

- A. Email address is incorrect
- B. Workflow field only works in full sandbox
- C. HTML doesn't work on sandbox
- D. Deliverability settings

**Answer: A,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 222**

How can an administrator ensure article managers use specified values for custom article field?

- A. Create a required field on the article page layout.
- B. Create different article types for different requirements.
- C. Create field dependencies on article types.
- D. Create a record type containing preset values

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 223**

Which actions can you add to a milestone? (Choose three answers.) \* (1 Point)

- A. Repeat actions
- B. Violation actions
- C. Success actions
- D. Warning actions

**Answer: B,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 224**

What actions can you add to a milestone (3)

- A. Violation actions  
Success actions  
Warning actions  
Violation actions
- B. Success actions
- C. Warning actions
- D. Repeat actions

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 225**

An administrator at AW Computing needs to limit access to Salesforce. Users should only be able to read on objects, but they should not be able to interact with the database in any way.

Which two options could the administrator use to accomplish this?

Choose 2 answers

- A. Clone the Minimum Access User Profile
- B. Edit or Clone the Read Only Profile
- C. Edit the System Administrator Profile
- D. Assign the Standard User Profile

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 226**

A user with Delegated Administration cannot do which of the following for users accounts that she/he has delegated authority for (select all that apply):

Select one or more:

- A. Assign a profile with the "Modify all Data" permission.
- B. Modify a profile
- C. Reset passwords.
- D. Set Quotas.
- E. Unlock users.
- F. Create default opportunity teams.
- G. Change the profile for a user.

**Answer: ([SHOW ANSWER](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 227**

An administrator is given a .csv file of 5,000 leads with External Id and Status fields. They need to match existing and add new records with Data Loader.

What action should be taken to populate the Status field on the records and add new records?

- A. Insert
- B. Upsert
- C. Export
- D. Update

**Answer: B** ([LEAVE A REPLY](#))

**NEW QUESTION: 228**

Which two permissions need to be enabled to set up entitlement management, including milestones, entitlement processes, and entitlement templates?

- A. Manage Milestones
- B. Customize Application
- C. Manage Entitlements
- D. Customize Entitlements

**Answer: B,C** ([LEAVE A REPLY](#))

**NEW QUESTION: 229**

A sales manager is receiving an "insufficient privileges" error when viewing a contact. The contact owner is under the manager in the role hierarchy. What is the reason the sales manager is not able to view the contact?

- A. The contact owner has not selected the option to share contacts with others in the role hierarchy.
- B. The contact sharing settings are controlled by the parent, and the account owner is not under the sales manager's role.
- C. The account sharing settings are controlled by the parent, and the account owner is not under the sales manager's role.
- D. The contact sharing settings are private, so access to the record is limited to the contact owner and system administrator.

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 230**

Which of the following statements are true about the Opportunity field, "Stage"? Choose two answers.

- A. There are other sales methodologies that can be downloaded from the AppExchange and used within Salesforce
- B. There are 10 default stage values, based on a commonly used sales methodology.
- C. The list of default stage values cannot be edited or added.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 231**

An Administrator has uploaded a change set from a sandbox to a production organization and would like to add a missing component to the change set before deployment. What options does the administrator have to modify the change set? Choose 2 answers

- A. Create a new change set in the sandbox environment, add all the required components and upload it to production
- B. Edit the change set in production, add the component and use the redeploy option
- C. Clone the change set in sandbox environment, Add all required component and upload it to production
- D. Edit the change set in sandbox environment and upload it to production

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 232**

Universal Containers uses a Private Sharing model for Accounts. User A is onboarded to User B's team and given the same Profile and Role. Both users own 20 Accounts but User B is able to see 40 Accounts, whereas User A can only see the 20 they own.

What are two possible reasons for this?

Choose 2 answers.

- A. User B had the records shared with them through a Permission Set.
- B. User B is a member of a Queue that gained access to the records through a sharing Rule.
- C. User B is a member of a Group that gained access to the records through a Sharing Rule.
- D. User B had the records manually shared with them.

**Answer: A,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 233**

Your organization-wide defaults for access rights to Price Books are set to Use, but only Sales Reps should have access to Price Books, What should be your first step?

- A. Change the Sales Reps' access rights to Use.
- B. Change the organization-wide default setting to View Only.
- C. Leave the organization-wide default setting, but change the Sales Reps' access rights.

D. Change the organization-wide default setting to No Access.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 234**

What is the maximum file size that can be uploaded in CRM Content? \* (1 Point)

- A. 2GB
- B. 10GB
- C. 100MB
- D. 500MB

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 235**

A manager wants a report that shows the following:

1. All Accounts with Opportunities having a Closed-Won status.
2. All Accounts having Closed Cases status.

What can you do as a system administrator to meet this requirement? \* (1 Point)

- A. Create a custom report type
- B. Create a Standard report type with crossfilter
- C. Create a joined report
- D. Analytic Snapshots

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 236**

Support agents at Cloud Kicks associate Cases and Bugs so that can report on how many Cases are related to a Bug. A Bug is required to have a Case in order to be created.

Which type of object relationship will meet this requirement?

- A. Lookup
- B. Master-detail
- C. Junction
- D. Hierarchical

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 237**

When setting up a Workflow rule with a field update you

realise that some users may not have access to the field in question due to Field Level Security.

What will happen if a user who cannot see this field triggers the Workflow rule?

- A. The Administrator will have to approve the update,
- B. An error will appear when the record is saved
- C. The field will not update
- D. The field will update as normal

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 238**

To create a large number of Salesforce user accounts from a CSV import file, you can use \_\_\_\_\_ to perform the import.

Select one:

**A.** Data Loader

NOTES:

Data Loader does allow you to import users, you cannot import users with the Data Import Wizard.

**B.** Excel

**C.** Bitlocker

**D.** Data Import Wizard

**Answer: A** ([LEAVE A REPLY](#))

**NEW QUESTION: 239**

What are the similarities of customizable and collaborative forecasting? Choose two answers. \* (1 Point)

**A.** Monthly and Quarterly Forecasts

**B.** Submit Forecast

**C.** Quotas

**D.** Territory management

**Answer: (**[SHOW ANSWER](#)**)**

**NEW QUESTION: 240**

How do you create an Exception Report?

**A.** Create a custom report type with a "without" filter

**B.** Use an Exception report type

**C.** Create a cross filter on the custom report type

**D.** Create a cross filter on the report builder

**Answer: D** ([LEAVE A REPLY](#))

**NEW QUESTION: 241**

When a Sales Representative creates a lead, a workflow rule should be triggered to immediately send a welcome email to the lead. Some representative report that their leads never received this email, even when the email address is correct. What can the System Administrator do to trouble shoot this issue?

**A.** Ensure that Sales Representative have correct permissions to trigger workflow rules

**B.** Monitor Setup Audit Trail while Sales Representative creates lead to make sure emails are being sent

**C.** Monitor the time-based workflow queue to make sure the emails are being sent

**D.** Monitor the Debug Log and verify that the workflow rule is being triggered.

**Answer: D ([LEAVE A REPLY](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam! PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (**223 Q&As** Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 242**

A previous consultant helped Universal Containers automate many of its business processes. The administrator changed the email address on the consultant's user record and deactivated it. The consultant called to say they continue to get email messages from failed flows and processes.

What steps should the administrator perform to stop the fault messages from going to the consultant?

- A.** Set Send Process or Flow Error Email' to Apex Exception Email Recipients' in Automation settings. Add the System Admin's email to the Apex Exception Email page in Setup.
- B.** Export Flow Interviews filtered by LastModifiedBy.email using Data Loader. In the .csv file, change LastModifiedBy to the System Admin and upload changes with Data Loader.
- C.** Request an Email Log from Email Log Files in Setup and filter the request by the consultant's email. Manually update any flows or processes listed on the log.
- D.** Create a custom metadata type and associate the LastModifiedBy field. Write a flow that updates the field in any flows or processes equal to the consultant's name.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 243**

Universal Containers has a white-glove service level for its top customers.

After a case is created, how should the administrator allow the agent to see the number of hours remaining before the service agreement is overdue?

- A.** Add Milestone Tracker Time com
- B.** Assign an independent milestone.
- C.** Create sequential milestones.
- D.** Include a Milestone formula held

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 244**

The VP of Sales wants to require that the Next Step Field is always updated when an opportunity stage is changed. How can this process be automated?

**A.** Create a workflow rule with the following formula:

AND( ISCHANGED(ISPICKVAL(StageName)), NOT(ISCHANGED(NextStep))

**B.** Create a workflow rule with the following formula: AND( ISCHANGED(StageName), NOT(ISCHANGED(NextStep))

**C.** Create a validation rule with the following formula:

AND( ISCHANGED(ISPICKVAL(StageName)), NOT(ISCHANGED(NextStep)))

**D.** Create a validation rule with the following formula: AND( ISCHANGED(StageName), NOT(ISCHANGED(NextStep))

**Answer: D** ([LEAVE A REPLY](#))

### **NEW QUESTION: 245**

An administrator has initiated the process of deploying changes from a sandbox to the production environment using the Visual Studio Code.

Which three pieces of information must be supplied to Visual Studio Code during this process?

Choose 3 answers. \* (1 Point)

**A.** Set the environment as the default environment

**B.** Deploy the metadata components using a SFDX command

**C.** Authorize change set connection information

**D.** Using SFDX commands, create a change set and add the metadata components

**E.** Authorize the environment in to which the changes will be deployed

**Answer: A,B,E** ([LEAVE A REPLY](#))

### **NEW QUESTION: 246**

Universal Containers uses territory management to manage its sales territories. Territory managers and sales reps are at the same role level in the sold hierarchy. Account and opportunity objects are set to private. What record access can territory managers have for accounts and opportunities that are assigned to their territories? Choose 3

**A.** View edit transfer and delete accounts assigned to the territory, regardless of who owns the accounts.

**B.** Transfer all opportunities associated with accounts in the territory, regardless of who owns the opportunities.

**C.** Transfer and delete opportunities assigned to the territory, regardless of who owns the opportunities

**D.** View all opportunities associated with accounts in the territory, regardless of who owns the opportunities

**E.** Edit all opportunities associated with accounts in the territory, regardless of who owns the opportunities.

**Answer: A,D,E** ([LEAVE A REPLY](#))

### **NEW QUESTION: 247**

A system administrator wants to change the field type from a lookup field to a master-detail field. What must the system administrator check in order for the change To be implemented successfully? \* (1 Point)

- A. Make sure that the lookup value is set to Required
- B. Make sure that the lookup field has a related record
- C. Make sure that all lookup fields in all records contain a value

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 248**

Which of the following is a typical user of Salesforce Knowledge?

- A. All of the above
- B. Internal Training Team
- C. Sales Rep
- D. End Customer
- E. Support Agent

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 249**

There is one field on Custom Object and users have entered lots of values. Now System Admin wants to create a report and categories values present in that field. How to achieve this ?

- A. Conditional Highlighting
- B. Use Cross Filter
- C. Custom Summary Formula Field
- D. Bucket Field

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 250**

Assuming that the training sandbox will contain approximately 500MB of production data and be refreshed after daily training sessions, which type of sandbox can be used to train users on new functionality that has recently been deployed to production? \* (1 Point)

- A. Full Sandbox
- B. Developer Pro Sandbox
- C. Partial Data Sandbox
- D. Developer Sandbox

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 251**

VP of Sales wants to automatically add the account name to the opportunity name once a record is saved. How can this be done?

- A. Create a Workflow Rule with an immediate workflow trigger to update the opportunity name field

- B. Use an Apex Trigger
- C. Enforce an opportunity naming guideline for Sales Reps

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 252**

What are two considerations an administrator should consider when setting up quotes?

Choose 2 answers

- A. Quotes can be synced with multiple active quotes
- B. When a quote is deleted the related opportunity and products are deleted as well
- C. Quote PDF text aligns to the left side of the page instead of the right.
- D. Discount fields on quotes can be a negative number
- E. Price books must be active in an opportunity before you can create quote for the opportunity

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 253**

Who can collaborate about your business with Salesforce Communities? Select 3

- A. Competitors
- B. Suppliers
- C. Partners
- D. Customers
- E. Employees

**Answer: C,D,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 254**

Analyze the number of open cases for each week this year (1)

- A. reporting snapshot
- B. dashboard filter
- C. joined report
- D. PREVGROUPVAL function
- E. bucket field
- F. cross filter
- G. custom report type

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 255**

A Sales manager wants to implement a new B2B wherein when an opportunity is closed, it will add the name of the Account to the opportunity name

- A. Create a workflow field update to concatenate Account name and Opportunity name
- B. Use validation to update the field
- C. Use Rollup Summary field to concatenate
- D. Create Approval process to add account and opportunity

E. Use Apex trigger to add the Account name to the Opportunity name

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 256**

The security department at AW Computing wants to prevent users from exporting more data than they need. Included in this request is limiting records containing sensitive information, such as bank accounts and Personal Identifiable Information (PII).

Which feature should an administrator recommend to help limit what data is exported?

- A. Salesforce Shield
- B. Export Data Settings
- C. Salesforce Platform Encryption
- D. Muted Permission Sets

**Answer: A ([LEAVE A REPLY](#))**

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-211 dumps with Test Engine here:  
<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

**NEW QUESTION: 257**

Admin uploaded a Changeset but realized that dependent component is missing.

- A. Deploy and create new changeset and add component
- B. Deploy and manually add dependent component
- C. Clone Changeset, Add dependent component and upload new changeset
- D. Edit changeset and select active checkbox

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 258**

What is capability of Live Agent in the Service Cloud Console? Choose 3 answers

- A. The details tab can be used to see information about the visitor
- B. Approval processes can be used to escalate cases in the chat window
- C. The articles tool can be used to search for Knowledge articles
- D. Chats can be transferred to other agents
- E. Multiple visitors can chat in one window

**Answer: A,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 259**

what action is required before a change set can be deployed from a sandbox environment to a production environment? choose 2

- A. Configure the deployment connection in production to allow inbound changes.
- B. configure the deployment connection in the sandbox to allow inbound changes.
- C. Install the force.com IDE and configure its settings to work with change sets.
- D. create an outbound change set in the sandbox that includes the components to be moved

**Answer: A,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 260**

What determines whether a user can submit a record for approval?

- A. Anyone can submit a record that has an approval process
- B. If they have the Submit Approvals permission on their user record
- C. If the record meets the entry criteria set on the approval process
- D. If they are a delegated approver

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 261**

When a sales rep at Northern Trail tiers to submit a discount request on an opportunity they receive an error:

Which two consideration would cause this error?

- A. The approval process is assigned to a queue.
- B. This field updated is on a cross-object.
- C. A validation rule prevents the field update
- D. The approval assigned in the process is inactive

**Answer: C,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 262**

Cloud Kicks (CK) has e sneaker maintenance plan that It Includes with all orders for Its new line of Bluetooth-enabled custom sneakers. The sneaker maintenance plan gives each customer 6 months of phone support in case they have Issues with their new sneakers. The administrator at CK is having a hard time keeping up with the work associated with managing the maintenance plan.

What should the administrator do to help manage the plan?

- A. Create a support process for the maintenance plan.
- B. Use Flow to automatically create and assign entitlements.
- C. Set up and configure entitlement templates.
- D. Ensure milestones are in place for the maintenance plan.

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 263**

The administrator of universal containers is testing an approval process in a refreshed developer pro sandbox and is finding that none of the notification emails are being sent to the approvers. What could be the cause of this? choose 2

- A. Workflow emails only work in full sandboxes.
- B. HTML templates are not available in sandboxes.
- C. The Deliverability Access Level setting is incorrect.
- D. The email addresses for the users are incorrect

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 264**

A user changes roles from an EMEA sales representative to a US sales representative. How will this impact the ownership-based sharing rules for the user's records?

- A. None of the ownership-based sharing rules are recalculated.
- B. This will only affect ownership-based sharing rules if the user moves up in the role hierarchy.
- C. All of the ownership-based sharing rules are recalculated.
- D. This will affect the ownership of records for standard objects but not custom objects.

**Answer:** C ([LEAVE A REPLY](#))

#### **NEW QUESTION: 265**

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why can't the sales manager view the contact?

- A. Contact sharing settings are Private.
- B. Contact sharing settings have Grant Access Using Hierarchies unchecked.
- C. The contact has not been manually shared with the manager.
- D. The contact is not linked to an account.

**Answer:** A ([LEAVE A REPLY](#))

#### **NEW QUESTION: 266**

Admin wants to delete approval process that is no longer used by management. What makes admin not to complete this request. Choose 2

- A. Process is not locked
- B. Process is tied with email alert and field update
- C. Process has record associated
- D. Process is set to active

**Answer:** C,D ([LEAVE A REPLY](#))

#### **NEW QUESTION: 267**

An administrator wants to allow users who are creating leads to have access to the Find Duplicates button. What lead object - level permission will the administrator need to provide to these users?

- A. Delete

- B. Read and Edit
- C. Merge
- D. View all

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 268**

System admin - wants to make sure that when opportunity is close - nobody can modify it.

- A. Create workflow (isclosed) is true - if customer modifies it
- B. Validation rule with priorvalue(isclosed) = true
- C. Give read only permission on close opportunity
- D. Change owd setting read / write
- E. Select DONT CLOSE Opportunity checkbox from Opportunity Setting

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 269**

The administrator at Cloud Kicks has been asked to delete a large number of quote line items. The/ receive a .csv file with the record IDs to be deleted. The administrator uses Data Loader to delete them and selects Use Sulk APL When the job runs, every record shows an 'entity is deleted' error in the error file that is created.

What is the reason for the error?

- A. This is the standard error message when records are deleted using Bulk API.
- B. One of the IDs in the batch referenced a record that was in the recycle bin.
- C. The batch size selected was greater than the 200 record limit.
- D. Deleting with Data Loader can only be done in Batch API mode.

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 270**

Admin is asked to restrict visibility of cases of a particular record type to 5 users. One user is assigned the Support Manager Profile, while the other four are assigned the Support Representative Profile. How can admin accomplish this?

- A. Create a Public Group and parent case record type
- B. Create a new profile for the 5 users
- C. Create a Public Group and criteria-based sharing rule to extend to the 5 users
- D. Modify the profiles of the 5 users

**Answer:** B ([LEAVE A REPLY](#))

**Valid CRT-211 Dumps** shared by PrepPdf.com for Helping Passing CRT-211 Exam!  
PrepPdf.com now offer the **newest CRT-211 exam dumps**, the PrepPdf.com CRT-211 exam **questions have been updated** and **answers have been corrected** get the **newest**

PrepPdf.com CRT-211 dumps with Test Engine here:

<https://www.preppdf.com/Salesforce/CRT-211-prepaway-exam-dumps.html> (223 Q&As

Dumps, **40%OFF** Special Discount: **Exam-Tests**)