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Best Quality Salesforce CRT-211 Exam Questions

Prerequisites for CRT 211 Exam
There are no Prerequisites for Salesforce Certification Preparation for Advanced Administrator CRT 211 Exam.

Introduction to Salesforce Certification Preparation for Advanced Administrator CRT 211 Exam
The Salesforce-CRT 211 exam is a competency-based certification exam that recognizes your knowledge of next-level techniques to administer and manage Salesforce's CRM capabilities through guided scenarios, lecture, and discussion.

Salesforce CRT-211 Exam Syllabus Topics:
TopicDetailsTopic 1- Sales, Service, and Content Applications- Automation, Change Management, and AuditingTopic 2- Salesforce Knowledge- Restricting and Extending Object, Record, and Field AccessTopic 3- Products, Price Books, Schedules, and Quotes- Salesforce Security and Custom ObjectsTopic 4- Service Cloud Console Toolkit- Change Management Options

NO.53 Your organization sells a product that requires your customers to pay all at once but receive the product in increments. What should be your first step in setting up Product schedules?

* Enable creation of Quantity Schedules.
* Enable creation of Revenue Schedules.
* Set up default Quantity schedules for Products.
* Set up default Revenue schedules for Products.

NO.54 Which value rolls up for both customizable and collaborative forecasting? * (1 Point)

* Expected revenue
* Quota
* Opportunity amount
* Amount

NO.55 A recruiting user needs to setup an object relationship between the position object and the job application object. He needs this setup so that a position record can be related to many job application records and job application records can be related to many Position Records. He also needs this in a setup where deleting a position record will delete all related job application records and deleting a job application record deletes all related position records. What can a system administrator do to fulfill the requirement?

* Create a junction object between the Job Application and Position object.
* Create two master-detail relationships where both can be master and both can be detail records
* Create a custom object looking up to a junction object
* Create a lookup relationship on both objects

NO.56 What be indicator factor that will explain user is above in forecast hierarchy.

* User able to see Others Opportunity
* Actual Revenue is addition of revenue below him
* He can setup Quota for those Users

NO.57 What should an administrator consider when moving approval processes using a change set?

* Change sets do not include the approval and rejection actions from the source organization
* Custom fields on standard objects will need to be manually added in the target organization.
* The Unique Name of the approval process is not allowed to be changed once deployed in the target organization.
* Change Sets do not include the order of active approval processes from the source organization.

NO.58 How can Accounts be added to Territories?

* Account Assignment Rules
* Role Hierarchy Assignment
* Manual Assignment
* Territory Assignment Queue

NO.59 Which deployment tool can be used to deploy metadata from a Developer Edition organization to another organization?
Choose 2 answers

* Data Loader
* Change sets
* Force.com IDE
* Force.com Migration Tool

NO.60 Cloud Kicks (CK) has a filed called Shoe Type Preference, CK,s product team wants to see a report that groups specific picklist values together into the one of two lists.

What functionality should the administrator use to fulfill the team’s request?
* PREVGROUPVALUE
* Summary Formula
* Bucket field
* Matrix Report

NO.61 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)
* Full Sandbox
* Partial Data Sandbox
* Developer Pro Sandbox
* Developer Sandbox

NO.62 How can someone be an owner of a records of ACCOUNT without being a record creator?
* User is Member of Queue
* User is member of Account Team
* User is above the owner in the role hierarchy

NO.63 A lead needs to be assigned automatically to a rep, after 10 days and there is no action, the deal status should be set to Stalled after it has been approved by a Manager. Which automation processes can a system administrator use?
* Assignment rule
* Assignment rule, Approval Process, Workflow Rule
* Assignment Rule, Workflow Rule
* Assignment Rule, Auto-Response Rule, Workflow Rule

NO.64 When support calls come into SFB Industries they

frequently do not have Accounts already in Salesforce. Once

the customer’s details are collected by the support rep an

Account, Contact & Case should be created at the same time.

Which feature can be used to automate this?
* Apex Trigger on the Cases Object
* Visualforce page
* Visual Workflow
* Workflow

NO.65 AW Computing uses a custom Invoice object to track invoices related to accounts. The administrator wants to use roll-up summary fields to view high-level information at a glance on the account record.

Which two considerations should an administrator remember about roll-up summary fields?

Choose 2 answers
* Roll-up types include COUNT, SUM, and AVG.
* Roll-up summary fields are created on the master side of a master-detail relationship.
* Roll-up summary fields prevent the conversion of a master-detail relationship to a lookup.
* Rollup fields are calculated prior to save.

NO.66 Universal Container is implementing a new business process. As of now, sales reps needs to manually look up a user’s contract whenever setting up a service. What is recommended?

* Setup an entitlement with Service Contract
* Create a workflow rule
* Use a validation to make sure that the contract field is filled out
* Setup Entitlements with Service Contract and Line Items

NO.67 What statement is true regarding Salesforce Communities members? Choose 2 answers

* They use the standard Ideas tab to submit, comment on, and vote for ideas
* They find crowdsourced answers and Knowledge articles in the Q&A tab to resolve a support issue
* They must belong to a company’s internal community to participate in Chatter collaboration
* Their reputation levels must be the same across communities of which they are members

NO.68 What is the maximum file size that can be uploaded in CRM Content? * (1 Point)

* 10GB
* 100MB
* 2GB
* 500MB

NO.69 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?

* Contact sharing setting have Grant Access Using Hierarchies unchecked
* The contact is not linked to an account
* Contact sharing settings are Private
* The contact has not been manually shared with the manager

NO.70 A sales manager would like a report of accounts with no closed/won opportunities in the last year. How can this requirement be met?

* Create a joined report using the Accounts report type and the Opportunities report types.
* Create a tabular report using the Account report type and add a cross filter using Opportunities.
* Create a customer report type for Accounts without Opportunities.
* Create a summary report using the Accounts report type with a formula field for opportunity count.

NO.71 What is a capability of territory management?

* Territory hierarchy grants access to accounts.
* Users can only be assigned to one territory.
* Accounts can be assigned to one or more territories.
* Role hierarchy and sharing rules are ignored.

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