Salesforce

CRT-211 Exam

Prepare for your Advanced Administrator Certification Exam

Questions & Answers
Demo

Version: 27.0

Question: 1

The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.
How should the administrator meet this requirement?

A. Write a validation rule that checks if the fields are blank and require that one of them of completed in order to save the opportunity.
B. Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
C. Require the Sales Engineer and the Account Executive lookup fields on the page layout.
D. Assign a task to the owner if an opportunity is created without one of these fields filled out.

Answer: A

Question: 2

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

Answer: A

Question: 3

AW Computing it 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. Create a separate price book.
B. Implement CPQ.
C. Remove the approval process.
D. Enable Subscriptions.

Answer: B

Question: 4

DreamHouse Realty currently deals only with single-family homes but is expanding its business it include condos in large cities. There are some features and amenities that inly apply to condos, such as the amount of a deposit and concierge services.
How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?
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A. Build a Lightning component to display fields that only apply to condos.
B. Create a Record Type for the type of property and custom page layouts for each.
C. Configure a validation rule to display fields based on the type of property the user is viewing.
D. Make is custom Lightning page to display specific fields based on the type of property.

Answer: B

Question: 5

A sales user is assigned to a permission set group that gives them Modify All access to
Accounts. An administrator assigns the same user to a muting permission set that mutes Deletes access on Account.
What level of access will the sales user have on the Account object?

A. Read-only
B. Modify All
C. Read, Create, and Edit
D. No Access

Answer: C