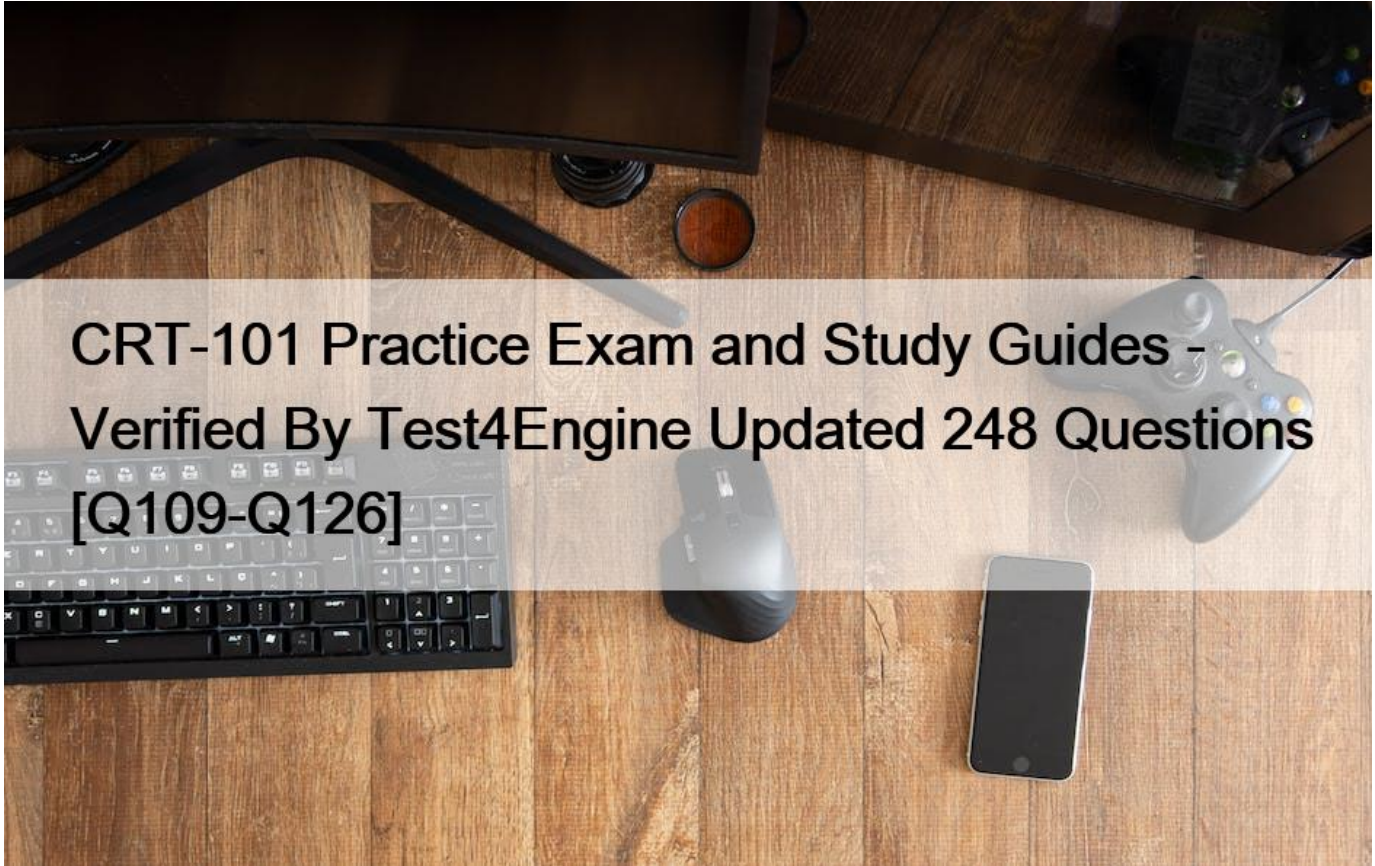


CRT-101 Practice Exam and Study Guides - Verified By Test4Engine Updated 248 Questions [Q109-Q126]



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Benefits of Preparation for Administrator (CRT101)

Many organizations dealt with an issue utilizing the salesforce, because of the way that they didn't have a strong and utilitarian intend to enhance their business power, even in the wake of taking the choice to carry out it. This solitary brought about not utilizing the stage to its maximum capacity and missing an enormous piece of the stage's usefulness. On the off chance that you have a salesforce certificate close by, you'll most likely assistance your organization in improving and redoing the salesforce, driving and exhorting your directors. Henceforth the organization would get profited through your affirmation. Employers with no doubts are understanding the worth of Salesforce guaranteed specialists adding advantages to their business. Thus, with time an ever increasing number of associations will employ affirmed people than non-guaranteed up-and-comers. By and by, there is an enormous populace of candidates going after the situation in the Salesforce market. The interest for specialists in each field is developing at a quick speed, thus it is in the salesforce area. Organizations need to recruit experts who can end up being a resource for their association, and with this confirmation, an individual can clearly give a great deal of help.

Who should take the Preparation for Administrator (CRT101)

Typical job roles of a Preparation for Administrator (CRT101) candidate may include:

- Technical Architect- IT- Services- Implementation Consultant- Sales Ops- Product Manager **Q109**. What is the use of campaign influence feature on opportunities?

- * Help calculate ROI
- * Give a list of campaigns that influenced the user
- * To check if web to lead is working properly
- * To ensure duplicate records are not created

Q110. A System Administrator followed the click path: Your Name ? Setup ? Customize ? Reports & Dashboards?

User Interface Settings but found no option to enable the Report Builder Upgrade. Which statements could explain this scenario?

- * Another System Administrator had already enabled it.
- * There is no Report Builder Upgrade spring 11 just made it available to all profiles.
- * That is not the right click path to do the upgrade.
- * They created their Salesforce Org after the Spring 11 release. Thus there is no need for the upgrade.

Q111. Ursa Major Solar wants to automatically notify a manager about any cases awaiting a response

from an agent for more than 2 hours after case creation.

Which feature should an administrator use to fulfill this requirement?

- * Assignment Rule
- * Case Escalation Rule
- * Omni-Channel Supervisor
- * Formula Field

Q112. A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest form online. The team currently does not have access to the lead object.

How should an administrator provide proper access?

- * Create a new profile
- * Configure permission sets.
- * Assign a new role.
- * Set Up Manual Sharing

Q113. If single sign-on is enabled for your organization, API and desktop client users cannot log in to Salesforce CRM unless their IP address is included on your organization's list of trusted IP addresses or on their profile, if their profile has IP address restrictions set.

- * True
- * False

Q114. What is the maximum length of the field type `Text Encrypted`?

- * 255
- * 191
- * 128
- * 256

Q115. Universal Containers administrator has been asked to create a many-to-many relationship

between two existing custom objects.

Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

- * Create a junction with a custom object.
- * Create two master detail relationships on the new object.
- * Create two lookup relationships on the new object.
- * Create URL fields on a custom object.

Q116. Ursa Major Solar has a path on Case. The Company wants to require its users to follow the status values as they are on the path. Agents should be prohibited from preventing the case back to a previous status.

Which Feature Should an administrator use to fulfill this request?

- * Validation rules.
- * Global Value Picklists
- * Predefined field Values.
- * Dependent Picklists.

Q117. Define the Contract Manager profile.
Standard user

perm + edit, approve,

activate, delete

contracts

Q118. Cloud Kicks wants to try out an app from the AppExchange to ensure that the app meets its needs.

Which two options should the administrator suggest?

Choose two answers

- * Test Drive in a production org.
- * Download into a Trailhead Playground.
- * Install in a sandbox.
- * Check edition compatibility.

Q119. Custom Web Tab may consist of all the following EXCEPT:

- * A URL
- * A URL that passes salesforce.com data like an organization's name
- * An S-Control
- * An S-Control snippet

Q120. The administrator wants to create 3 custom fields: an auto-number, a text field and a picklist. Is it possible?

- * Yes
- * No, because auto-number is a standard field
- * No, only multi select picklist can be custom created
- * No, only 1 custom field can be created per object

Q121. You can set up Salesforce to automatically send email alerts, assign tasks, or update field values based on your

organization's workflow

- * True
- * False

Q122. You can map a single column from the CSV file to multiple fields in Salesforce SFA.

- * True
- * False

Q123. Custom Summary Formulas are based on hard record values but used to create a temporary formula for custom reporting needs.

- * True
- * False

Q124. What do Sales Teams do?

Focuses on

Opportunity Records

being shared to a

specified group of users

based on th

Opportunity Owner.

Q125. In order to implement more business process multiple record types must also be implemented:

- * True
- * False

Q126. What should be the Advanced filter Conditions to meet the requirement 'Find contacts owned by Poo that have a title of CFO, functional role of CFO, or reports to the CFO'?

- 1) Title equals CFO
 - 2) Functional Role equals CFO
 - 3) Reports To equals CFO
 - 4) Contact Owner contains Poo
- * (1 OR 2 OR 3) AND 4
 - * (4 AND (2 OR 3)) OR 1
 - * (1 OR 2 OR (3 AND 4))
 - * (1 AND (2 OR 3)) OR 4

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