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ANTHRCUL 101 EXAM 2 STUDY RESOURCE LIST 2026 ALL EXAM PARTS WITH PLAN MAPS

➤ traits of Sahelanthropus tchadensis. Answer: 6-7 million years ago

west/central africa

Relatively small canine teeth

Small brain

Extremely limited evidence

➤ Traits of Ardipithecus ramidus. Answer: 4.4 million years ago

East africa

A more bowl-shaped pelvis allows for some bipedal walking, but also had features of a climbing ape

Grasping, unarched foot mure suitable for climbing

Brain same size as a chimp

➤ Traits of Australopithecus afarensis. Answer: 3.8-2.1 million years ago

East africa

Thich chewing muscles (large zygomatic arches)

Growth cycle closer to modern chimpanzees than modern humans (short growth period, less time for socialization)

Smaller cranial capacity than genus homo

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Salesforce CRT-251 Certification is highly valued in the industry, and it can open up new career opportunities for sales professionals. Certified Sales Cloud Consultants are in high demand, and they can work in various roles, including Sales Operations Manager, Sales Manager, Account Manager, Business Analyst, and Sales Consultant.

Salesforce Certified Sales Cloud Consultant Sample Questions (Q123-Q128):

NEW QUESTION # 123
Universal Containers (UC) does business with a contact associated with a specific account with the contact role of executive.
The contact is also on the board of a nonprofit that has requested a charitable donation from UC. UC wants to track the contact on both accounts.
What is the most efficient solution that the consultant should implement to meet the requirement?

- A. Create a new lookup field on the Contact record.
- B. Create a new Contact record related to the nonprofit account.
- C. Enable the Contact to Multiple Accounts feature.

Answer: C

NEW QUESTION # 124
Cloud Kicks is in the process of implementing Sales Cloud for its sales teams. Senior management has concerns about adoption.
What should a consultant recommend to encourage adoption?

- A. Re-define the sales process.
- B. Run training in a sandbox environment.
- C. Establish goals and key metrics.

Answer: C

NEW QUESTION # 125
The Cloud Kicks IT team wants to enable person Accounts in its Salesforce org. Which three prerequisites must be met before the Consultant can enable person Accounts? Choose 3 answers

- A. The Organization-wide Default for both Accounts and Contacts have been set to Public Read/Write.
- B. User profiles with read access to Accounts also have read access to Contacts.
- C. At least one record type has been created for Accounts.
- D. The Cloud Kicks Salesforce Community has been disabled to allow person Account self-registration in the future.
- E. The Organization-wide Default for Contacts has been set to Controlled by Parent.

Answer: B,C,E

NEW QUESTION # 126
Which data migration sequence should consultant recommend for the objects?

- A. Contacts, Accounts, Leads, Campaigns, Opportunities, Products, Product Line Items, Cases.
- B. Accounts, Opportunities, Contacts, Products, Product Line Items, Cases, Leads, Campaigns
- C. Opportunities, Products, pe Line toe Cases, Leads, Campaigns, Accounts, Contacts:
- D. Accounts, Contacts, Opportunities, Products, Product Line Items, Cases, Leads. Campaigns

Answer: B

Explanation:
Explanation
This is the recommended data migration sequence for the objects because it follows the order of dependencies and relationships among them. Accounts should be migrated first because they are the parent object of many other objects. Opportunities should be migrated next because they are related to Accounts and Products.
Contacts should be migrated after Accounts because they are also related to them. Products should be migrated before Product Line Items because they are the parent object of them. Product Line Items should be migrated after Opportunities and Products

because they are related to both of them. Cases should be migrated after Accounts and Contacts because they are related to them. Leads and Campaigns can be migrated last because they are not dependent on other objects2

NEW QUESTION # 127
Universal Containers is realigning sales territories and needs to update ownership across its 400,000 accounts. The organization-wide default for Accounts is Private.
Which two factors should the consultant consider when updating the sales territories and Account owners?
Choose 2 answers

- A. The Salesforce Platform can update up to 200 accounts at a time.
- B. The data update will cause sharing recalculations and should be completed during off-peak hours.
- C. The team can defer sharing calculations to decrease the risk of lock errors during the data update.
- D. The organization-wide default should be set to Public before the update can be performed.

Answer: B,C

Explanation:
The data update will cause sharing recalculations and should be completed during off-peak hours and the team can defer sharing calculations to decrease the risk of lock errors during the data update are two factors that should be considered when updating the sales territories and Account owners for 400,000 accounts with Private organization-wide defaults. Sharing recalculations are processes that update record access based on changes to sharing settings or ownership. Off-peak hours are times when there is less user activity or system load on Salesforce. Deferring sharing calculations is an option that allows users to postpone or schedule sharing recalculations for later times instead of running them immediately. Lock errors are errors that occur when two or more processes try to access or modify the same record at the same time.
By considering these two factors, Universal Containers can ensure that the data update is performed efficiently and effectively without affecting user experience or data integrity. By completing the data update during off-peak hours, Universal Containers can avoid impacting user performance or availability during peak hours when there is more user activity or system load on Salesforce. By deferring sharing calculations, Universal Containers can reduce the risk of lock errors during the data update by running them at a later time when there is less concurrent access or modification of records.

NEW QUESTION # 128
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