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Exam : CRT-211

Title : Certification Preparation for Advanced Administrator

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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q17-Q22):

NEW QUESTION # 17

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 custom summary formula with PARENTGROUPVAL function
- B. A row-level formula to compare amounts grouped by year.
- **C. A custom summary formula with the PREVGROUPVAL function.**
- D. A joined report with two report blocks for each year

Answer: C

Explanation:

A custom summary formula is a formula that calculates values from summary fields in reports such as sum, average, min, max, etc. Custom summary formulas can use functions such as PREVGROUPVAL to compare values from different groups in reports. For example, to calculate the year-over-year change in dollar amount of opportunities, an administrator can create a custom summary formula that uses PREVGROUPVAL to compare the sum of amount from this year's group with the sum of amount from last year's group, and divide it by last year's sum of amount. References:

https://help.salesforce.com/s/articleView?id=sf.reports_builder_fields_summary_formulas.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.reports_formulas_prevgroupval.htm&type=5

NEW QUESTION # 18

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?

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

Answer: C

NEW QUESTION # 19

A sales manager wants to edit the opportunities entered by the sales team. The manager does not have Edit access to the Opportunity object. What is a recommended solution?

- A. Change the opportunity's Organization-wide default setting to Public Read/Write.
- **B. Create a permission set and associate Edit opportunity to the user record.**
- C. Redefine the role hierarchy by enabling "grant access using hierarchies."
- D. Enabling team selling on the Opportunity object to grant Read/Write access.

Answer: B

NEW QUESTION # 20

With Salesforce Knowledge integrated into your community, your customers can: Select 3

- **A. Access knowledge articles**
- **B. Access Self Service resources**

- C. Automatically access your customer accounts, contacts and opportunities.
- D. Submit Cases

Answer: A,B,D

NEW QUESTION # 21

Cloud Kicks has organization-wide sharing defaults on the opportunity set to private. However, members of the finance team need to see closed won opportunities. The Drama team members all have roles under the finance director, while the sales team members have roles under the sales manager.

Which two options should the administrator use to meet these criteria?

Choose 2 answers

- A. Make an owner-based sharing rule where the won field = true.
- B. Create a rule where the won field = true.
- C. Share with roles and subordinates of the finance director role.
- D. Select all opportunities owned by the sales manager role.

Answer: A,C

NEW QUESTION # 22

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