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Salesforce CRT-211 certification exam is focused on testing the skills and knowledge required to design, implement, and manage complex Salesforce deployments. CRT-211 exam is designed to assess the candidate's ability to configure and customize Salesforce features to meet specific business requirements. CRT-211 exam also tests the candidate's ability to manage data and security, design advanced reports and dashboards, and troubleshoot complex issues.

Salesforce is a leading customer relationship management (CRM) platform that is used by businesses worldwide. As more organizations adopt Salesforce, the need for skilled administrators who can manage and customize the platform becomes increasingly important. The Salesforce CRT-211 (Certification Preparation for Advanced Administrator) exam is designed to test the skills and knowledge of experienced Salesforce administrators who are ready to take their careers to the next level.

Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q213-Q218):

NEW QUESTION # 213

When importing revenue quota data for Collaborative Forecasts using Data Loader what information must be included in the import file? (3)

- A. Quota quantity
- B. User full name

- C. Start date of the forecast period
- D. Quota amount
- E. User record ID

Answer: C,D,E

NEW QUESTION # 214

How can an administrator improve the relevance of search results for support agents searching for Knowledge articles to solve cases? Choose 3 answers

- A. Pre-populate article search filters based on the values of case fields
- B. Create data categories and assign articles to each category
- C. Define synonyms for common search terms
- D. Create a record type for each data category
- E. Enable feed tracking on all relevant article types

Answer: A,B,C

NEW QUESTION # 215

List the different prices that are available for a product. Choose three answers.

- A. List Price
- B. Product Price
- C. Discounted List Price
- D. Sales Price
- E. Standard Price

Answer: A,D,E

NEW QUESTION # 216

The VP of Sales wants to enforce a new B2B sales process for the sales representatives. For example, if an opportunity is still in the Prospecting stage one day after the next stage is due, the Deal Status should change to Stalled and the number of deals stalled on the account should be incremented. Which two actions can an administrator use to automate this process? Choose two

- A. Roll-up summary field on the account
- B. Workflow field update on the account
- C. Workflow Field update on the opportunity
- D. Cross-object workflow field update

Answer: A,C

NEW QUESTION # 217

On the Contact record, if a contact has the value of 'CEO' in the Title field, the administrator wants to require the users to also put a phone number in the Phone field.

What formula should the administrator put in the Error Condition Formula of a validation rule to enable this?

- A. Title <> 'CEO' && ISBLANK(Phone)
- B. Title = 'CEO' && NOT(ISBLANK(Phone))
- C. Title = 'CEO' && ISBLANK(Phone)
- D. Title <> 'CEO' && NOT(ISBLANK(Phone))

Answer: C

Explanation:

The error condition formula of a validation rule should return TRUE when the validation rule should fire and display an error message. In this case, the validation rule should fire when the Title field has the value of

'CEO' and the Phone field is blank. The formula Title = 'CEO' && ISBLANK(Phone) returns TRUE when both conditions are met, and FALSE otherwise. References: https://help.salesforce.com/s/articleView?id=sf.fields_useful_field_validation_formulas.htm&type=5

NEW QUESTION # 218

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