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# Valid Salesforce CRT-211 Test Cram | CRT-211 Exam Overview

Salesforce certification can improve companies' competition, enlarge companies' business products line and boost IT staff constant learning. Many companies may choose CRT-211 valid exam study guide for staff while they are urgent to need one engineer with a useful certification so that they can get orders from this Salesforce or get the management agency right. Our CRT-211 valid exam study guide will be the best valid choice for them.

# Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q53-Q58):

#### **NEW QUESTION #53**

Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.

Which two options will CK need to use to manage its customers' accounts?

Choose 2 answers

- A. Contacts to Multiple Accounts
- B. Person Accounts
- C. Campaign Members

• D. Leads

#### Answer: A,B

#### Explanation:

To manage both B2C and B2B customers, CK should use Person Accounts and Contacts to Multiple Accounts features. Person Accounts allow CK to store information about individual consumers without requiring a separate account record. Contacts to Multiple Accounts allow CK to associate a contact with multiple accounts, such as their employer and their personal account. References: https://help.salesforce.com/s

/articleView?id=sf.account\_person\_behavior.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.account\_contact\_rel\_overview.htm&type=5

#### **NEW OUESTION #54**

Universal Containers has found duplicate contacts in Salesforce. The sales team administrator prevent duplicate records from being created.

Which two ways should the administrator customize duplicate management?

Choose 2 answers

- A. Set up mobile duplicate alerts.
- B. Configure custom duplicate rules.
- C. Modify the Global Picklist Value Sets.
- D. Create custom matching rules.

Answer: B,D

#### **NEW QUESTION #55**

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why is the sales manager unable to view the contact?

• A. Contact sharing settings have grant access using hierarchies unchecked

Answer: A

#### **NEW QUESTION #56**

A user with permissions to create price books wants to quickly create a new product with the same information as the existing product by cloning the product. What is an important consideration when cloning a product?

- A. Price book entries in price books that you don't have sharing access to are created.
- B. Price book entries will not be created in the standard price book.
- C. Price book entries need to be activated before users can use the new price book.
- D. Price book entries in price books that you don't have sharing access to aren't created.

Answer: C

### **NEW QUESTION #57**

AW Computing continues to grow and has concerns about the volume of sensitive data being stored in its org. The administrator suggests utilizing Salesforce Shield.

What should the team consider before Implementing Salesforce Shield?

- A. Encrypted f elcz art j-ab e to be referenced in flows.
- B. Paused flows can cause data to be saved in an unencrypted state.
- C. Einstein Lead Scoring is available on encrypted fields.
- D. Shield Platform Encryption can be used with custom metadata types.

#### Answer: B

Explanation:

Paused flows can cause data to be saved in an unencrypted state because when a flow pauses, Salesforce saves its state and any data it has collected in a flow interview object, which is not encrypted by Shield Platform Encryption. References: https://help.salesforce.com/s/articleView?id=sf.security\_pe\_considerations\_flows. htm&type=5

#### **NEW QUESTION #58**

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