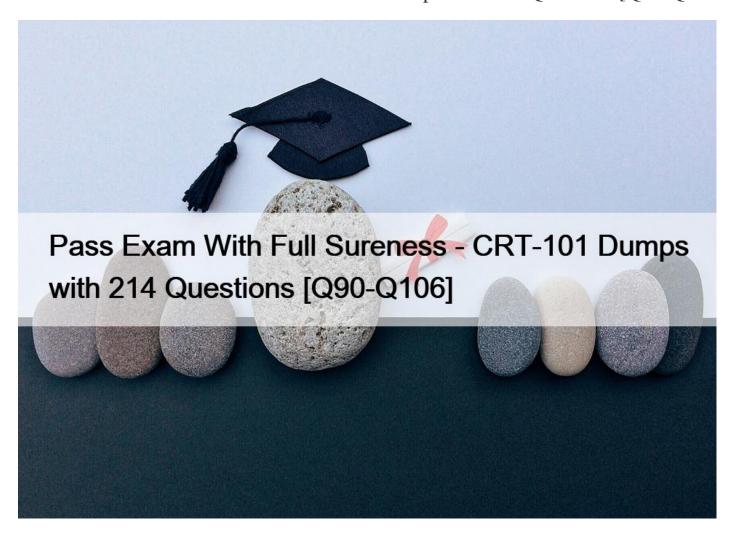# Pass Exam With Full Sureness - CRT-101 Dumps with 214 Questions [Q90-Q106

Pass Exam With Full Sureness - CRT-101 Dumps with 214 Questions
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NO.90 The Self Service Portal and Customer Portal are the same technology?
* Yes
* No

NO.91 Northern Trail outfitters has hired interns to enter Leads into Salesforce and has requested a

way to is identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?
* Set up Web-to-Lead form the interns use.
* Define a record type and assign it to the interns.
* Create a separate Lead Lightning App.
* Update the active Leas Assignment Rules.

NO.92 All of the following are true about Opportunity Pipeline and Forecast reporting EXCEPT:

* Pipeline reports may include omitted opportunities from the forecast
* Forecasts may be overridden
* Pipeline reports may be overridden
* Opportunity stages may be used to determine the forecast category of an opportunity

NO.93 A _____ defines a collection of settings and permissions that determines what users can see in the user interface, and what they can do.

* Role
* Chatter feed
* Profile
* Company Profile

NO.94 An administrator supporting a global team of salesforce users has been asked to configure company

settings

Choose 2 options

* Currency Locale
* Default Language
* Password Policy
* Login Hours

NO.95 All of the following objects may have a queue EXCEPT

* Accounts
* Cases
* Leads
* Custom Objects

NO.96 What is the maximum number of records that return in a report without exporting the results?

* 6500
* 5000
* 3000
* 2000
* 4000
* 3900

NO.97 You can create a custom report on solution categories and solution categories are available in list views.

* True
* False

NO.98 Customizable Forecasting cannot be enabled for use with Custom Fiscal Years

* False
* True

NO.99 Formula fields can be converted from or to other field types.

* True
* False

NO.100 Is identity confirmation necessary if a user’s IP address is known and browser cookie exists?
* True
* False

NO.101 Cloud Kicks (CK) is partnering with a used shoe store and second-hand bicycle emporium. CK

has an automated business process it wants to run once a week to count the number of open cases related to an account.

How should the administrator recommend automating this business process?
* Create a workflow rule with an outbound message.
* Set up a scheduled process in Process Builder.
* Configure a scheduled flow in flow Builder.
* Use a process to update the account when it is edited

NO.102 If a lead is converted without a value in the company field, what happens?
* A Business Account is created
* A Person Account is created
* You will be prompted to decide whether to create a Person or a Business Account
* Nothing

NO.103 The system administrator has created a new custom object and application. This individual now needs to populate the new object with 1000 records, which are formatted in a CSV file. The Import Wizard (Data Management –> Import Custom Objects) is appropriate for this task.
* True
* False

NO.104 Standard Fields are?
Created by SF

and comes in Org. Field

properties not editable.

NO.105 An Administrator at DreamHouse Realty wants an easier way to assign an agent capacity and

skill set. Which feature should the administrator enable to meet this requirement?
* Knowledge Management.
* Omni-Channel
* Escalation Rules
* Territory Manag

NO.106 Which one does NOT apply to Custom Formula Fields?
* Custom Formula Fields can reference other formula fields
* Custom Formula Fields can reference standard fields
* Custom Formula Fields can reference custom fields
* Custom Formula Fields can calculate across objects

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