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**Exam : CRT-211**

**Title :** Certification Preparation for Advanced Administrator

**Version :** DEMO

1.The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.
How should the administrator meet this requirement?
A. Write a validation rule that checks if the fields are blank and require that one of them of completed in order to save the opportunity.
B. Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
C. Require the Sales Engineer and the Account Executive lookup fields on the page layout.
D. Assign a task to the owner if an opportunity is created without one of these fields filled out.
**Answer:** A
**Explanation:**
A validation rule can enforce data quality by preventing users from saving records that do not meet certain criteria. In this case, the validation rule can check if both the Sales Engineer and the Account Executive lookup fields are blank, and display an error message if so. This way, the director of sales can ensure that every opportunity has either a sales engineer or an account executive assigned to the deal.
Reference: https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

2.AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a Contact but Is unable to do so. The administrator has already updated the page layout to no longer require an Account.
What could be the issue?
A. A primary Account relationship Is required on a Contact regardless of the page layout settings.
B. The Contact has Indirect relationships to other Accounts.
C. The Account Contact relationship record needs to be deleted first In order to disassociate Contact from the Account.
D. Private Contacts need to be enabled in Setup.
**Answer:** A
**Explanation:**
When Contacts to Multiple Accounts is enabled, a contact must always be associated with a primary account, even if the account field is not required on the page layout. The primary account determines how the contact is shared and how roll-up summary fields calculate values from the contact records. To remove the primary account from a contact, the contact must be deleted or merged with another contact.
Reference:
https://help.salesforce.com/s/articleView?id=sf.relating_contacts_to_multiple_accounts.htm&type= 5

3.AW Computing it running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.
What should the administrator recommend for these requirements?
A. Create a separate price book.
B. Implement CPQ.
C. Remove the approval process.
D. Enable Subscriptions.
**Answer:** A
**Explanation:**

A price book is a list of products and their prices for a specific segment of customers or market. By creating a separate price book for the special bundle deal on monitors and keyboards, AW Computing can offer different prices for these products without affecting their standard prices or requiring VP approval. The price book can also specify which products are included in the bundle and which are not.
Reference: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

4.DreamHouse Realty currently deals only with single-family homes but is expanding its business it include condos in large cities. There are some features and amenities that inly apply to condos, such as the amount of a deposit and concierge services.
How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?
A. Build a Lightning component to display fields that only apply to condos.
B. Create a Record Type for the type of property and custom page layouts for each.
C. Configure a validation rule to display fields based on the type of property the user is viewing.
D. Make is custom Lightning page to display specific fields based on the type of property.
**Answer:** B
**Explanation:**
A record type allows administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By creating a record type for the type of property (single-family home or condo), DreamHouse Realty can assign different page layouts to each record type that display only relevant fields for each property type. The record type can also determine which sales process and path are available for each opportunity.
Reference: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

5.A sales user is assigned to a permission set group that gives them Modify All access to Accounts. An administrator assigns the same user to a muting permission set that mutes Deletes access on Account.
What level of access will the sales user have on the Account object?
A. Read-only
B. Modify All
C. Read, Create, and Edit
D. No Access
**Answer:** B
**Explanation:**
Permission set groups are a combination of permission sets that grant users access to various tools and functions. Muting permission sets are used to remove access that is granted by other permission sets in the group. However, muting permission sets cannot remove object-level access that is granted by Modify All or View All permissions. Therefore, if a user is assigned to a permission set group that gives them Modify All access to Accounts, a muting permission set that mutes Delete access on Account will not have any effect. The user will still have Modify All access on the Account
object, which includes Delete access.
Reference: https://help.salesforce.com/s/articleView?id=sf.perm_sets_groups_muting.htm&type=5