



# CRT-211<sup>Q&As</sup>

Certification Preparation for Advanced Administrator

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**QUESTION 1**

Which value rolls up the hierarchy to the manager for both Customizable and Collaborative Forecasts?

- A. Expected revenue
- B. Opportunity amount
- C. Quota amount
- D. Product quantity

Correct Answer: B

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**QUESTION 2**

An administrator has unchecked the "Enable content pack creation" checkbox after users had created content packs. What is the impact of this change?

- A. Users can modify the description and title of existing packs
- B. The Clone and Customize button will continue to be available
- C. Users can continue to edit the contents of existing packs
- D. All existing content packs will be deleted

Correct Answer: A

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**QUESTION 3**

What be indicator factor that will explain user is above in forecast hierarchy?

- A. User able to see Others Opportunity
- B. Actual Revenue is addition of revenue below him
- C. He can setup Quota for those Users

Correct Answer: B

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**QUESTION 4**

The manager needs to see the individual performance data of Sales Representatives on Accounts, Opportunity and Cases:

- A. Create a dashboard and add filter on Users, Account, Opportunity and Case
- B. Activate "Enable Viewing My Team's Dashboard" permission



C. Create individual dashboards

D. Create a Dynamic Dashboard and add filter on Users, Account, Opportunity and Case

Correct Answer: A

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#### QUESTION 5

An Administrator is setting up a default schedule. The company sells widgets for \$10 each and has yearly contracts to deliver them on a weekly basis. Customer pays on a quarterly basis.

Which type of default schedule to be setup?

A. Default Quantity and Revenue Schedule

B. Default Quantity Schedule only

C. Default Revenue Schedule only

D. Default Delivery and Shipping Schedule

Correct Answer: D

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