



**Free Questions for CRT-403 by dumpssheet**

**Shared by Sandoval on 05-09-2022**

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# Question 1

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**Question Type:** MultipleChoice

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Universal Containers wants to its sales team to only see the accounts that they own. Separate Month American and Environment manufacturing teams should only see accounts in their respective regions. The Inside sales team needs to see all accounts in Salesforce.

How should an app builder accomplish this?

## Options:

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- A)** Set the organization--Wide Default to publish for accounts. Create profiles for each Marketing Team, and create an inside Sales Team role that is at the top of the Role Hierarchy.
- B)** Set the Organization-Wide Default to private for accounts. Create permission setts for each Marketing Team, and create an Inside Sales team Profile with the "View All" setting for accounts.
- C)** Set the Organization Team profile Default to Private for accounts. Create criteria-based sharing rules for each Marketing Team. and create an inside Sales Team profile with the "View All" setting for accounts.
- D)** Set the Organization-wide Default to public for accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team permission set with the "View All" Setting for accounting for accounts.
- E)** Set the Organization Team profile Default to Private for accounts. Create criteria-based sharing rules for each Marketing Team. and create an inside Sales Team profile with the "View All" setting for accounts.

**F)** Set the Organization-wide Default to public for accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team permission set with the "View All" Setting for accounts.

**Answer:**

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D

## Question 2

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**Question Type: MultipleChoice**

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universal containers has several new fields they requested for the opportunity product object. What should an app builder be able to configure using a formula field ?

**Options:**

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- A)** A hyperlink to the parent account of the parent opportunity.
- B)** A mix of functions and concatenation of 10 account fields and 10 opportunity fields.
- C)** A combination of the opportunity`s text and a description fields.
- D)** A Rich text area field that uses HTML to bold certain characters

**Answer:**

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D

## Question 3

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**Question Type:** MultipleChoice

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What is a true statement when deleting a dashboard?

**Options:**

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- A)** Deleting a dashboard requires a user to first edit the components to remove the underlying reports
- B)** Deleting a dashboard also deletes the components within it. It does not delete the custom reports used by the components.
- C)** Deleting a dashboard also deletes the components within it, as well as the custom reports used by the components
- D)** Deleting a dashboard does not move the dashboard to the recycle bin and therefore the dashboard cannot be recovered.

**Answer:**

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B

## Question 4

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**Question Type:** MultipleChoice

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Sales representatives want to capture custom Feedback record details related to each Account. The sales reps want to accomplish this with minimal clicks on the Salesforce1 mobile application. What is the recommended solution to meet this requirement? Choose 2 answers.

### Options:

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- A) Create predefined values for most of the fields.
- B) Create a global action on Account.
- C) Create a feedback object as a parent of Account
- D) Create an object-specific action on Account

### Answer:

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B, D

### Explanation:

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Explanation:

[https://developer.salesforce.com/docs/atlas.enus.salesforce1appadmin.meta/salesforce1appadmin/s1\\_admin\\_guide\\_actions\\_predef\\_values.htm](https://developer.salesforce.com/docs/atlas.enus.salesforce1appadmin.meta/salesforce1appadmin/s1_admin_guide_actions_predef_values.htm)  
[https://help.salesforce.com/apex/HTViewHelpDoc?id=customize\\_sf1\\_rollout\\_overview.htm&language=en\\_US](https://help.salesforce.com/apex/HTViewHelpDoc?id=customize_sf1_rollout_overview.htm&language=en_US)

## Question 5

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**Question Type:** MultipleChoice

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Which two report formats can be used as a source report to configure a reporting snapshot? Choose 2 answers

**Options:**

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- A) Matrix format
- B) Tabular format
- C) Joined format
- D) Summary format

**Answer:**

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A, D

## Question 6

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**Question Type:** MultipleChoice

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Which two features can be used to allow users to access flows. Choose 2 answers?

### Options:

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- A) Invoked by a process
- B) Custom button
- C) Quick action
- D) Flow launcher

### Answer:

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B, C

## Question 7

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**Question Type: MultipleChoice**

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What may occur if workflow rules are re-evaluated after a field change by a field update? Choose 2 answers

**Options:**

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- A)** Cross-object workflow rules result in re-evaluation after field change.
- B)** Workflow rules trigger validation rules on field updates
- C)** Workflow rules trigger more workflow rules to be re-evaluated.
- D)** A recursive loop potentially results in exceeding organizational limits.

**Answer:**

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C, D

## Question 8

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**Question Type: MultipleChoice**

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Universal Containers has purchased a Lightning Component on the Apple exchange.



In which two areas should Components be utilized?

**Options:**

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- A) Salesforce Mobile App
- B) Flow Builder
- C) Process Builder
- D) Standalone Lightning App

**Answer:**

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A

## Question 9

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**Question Type:** MultipleChoice

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Which two are a capability of record types? Choose two answers

**Options:**

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- A) Having multiple record types on the record
- B) Displaying different page layouts
- C) Filtering picklist values
- D) Displaying different field labels

**Answer:**

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B, C

## Question 10

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**Question Type:** MultipleChoice

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At UVC, multiple departments utilize the Case object for different purposes. Some users submit cases while other users provide customer support with case records. What is the minimum required configuration for an App Builder to enable different users to see different fields, based on the case type?

**Options:**

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- A) Record Types, Page Layouts, Case Teams and Profiles

- B)** Record Types, Page Layouts, Field Sets and Profiles
- C)** Record Types, Page Layouts, Support Process and Profiles
- D)** Record Types, Page Layouts, Permission Sets and Profiles

**Answer:**

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B

## Question 11

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**Question Type:** MultipleChoice

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Which type of relationship can be defined with external objects? Choose 2 Answers

**Options:**

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- A)** Cross Organizational Look-up
- B)** External Look-Up
- C)** External Master-Detail
- D)** Indirect Look-Up

**Answer:**

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B, D

## Question 12

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**Question Type: MultipleChoice**

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Duplicate management for Leads has been Implemented at Universal Containers that it seems duplicate leads are still being created, the org Wide Default (WOD) is set to "Private" for Leads.

Which two actions help prevent duplicate leads from being created?

Choose 2 answers

**Options:**

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- A)** Change the lead Matching Rule to Block on Create.
- B)** Change the Lead Duplicate Rule details to Bypass Sharing Rules.
- C)** Change OWD for Leads to Public Edit.
- D)** Change OWD for Leads to public Read.

**Answer:**

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A, D

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