CRT-101^{Q&As}

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QUESTION 1

Multiple Approvers have received your request for approving a discount that was invoked by the approval process? Approver A rejects your request. Approver B accepts your request after Approver A rejects it. Is your request approved or denied. (Assume you need only one person to approve out of all the approvers)

A. Approved

B. Denied

C. Approval process is revoked

D. Approval changes to pending stage due to conflict within approvers

Correct Answer: B

QUESTION 2

Customizable Forecasting is a prerequisite in order to enable territory management?

A. True

B. False

Correct Answer: A

QUESTION 3

Which of the following is a standard Profile?

A. Sales User

B. Marketing User

C. Invoice Manager

D. Contract Manager

Correct Answer: BD

QUESTION 4

Permission sets can replace the need for profiles.

A. True

B. False

Correct Answer: B

QUESTION 5

Which of the following is not a valid business process in Salesforce.com?

A. Sales Processes

B. Marketing Process

C. Lead Processes

D. Support Processes

E. Solution Processes

Correct Answer: B

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