

KRYTERION PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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THE FULL VERSION STUDY GUIDE

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. Which resource is typically available to candidates preparing for the Kryterion exam?**
 - A. Free access to all educational institutions
 - B. Practice exams and study guides
 - C. Direct mentorship by seasoned professionals
 - D. Unlimited time to study without deadlines
- 2. To prevent duplicates when importing Accounts from an external system, what should a System Administrator do?**
 - A. Create a formula field that identifies matches
 - B. Use the ID from the order system in place of the Salesforce ID
 - C. Create a unique External ID field on Accounts in Salesforce for matching
 - D. Use VLOOKUP to find matching records in Salesforce
- 3. What is typically the first step a candidate should take on the exam day for a Kryterion exam?**
 - A. Ensure their technical setup is functioning well
 - B. Login to the exam without preparation
 - C. Bookmark questions for later
 - D. Review textbooks before the exam
- 4. How can an administrator discover who added a field to the account page layout?**
 - A. Download the Setup Audit Trail
 - B. Create a poll in the Admin Chatter group
 - C. Run an Account History report
 - D. Review the Account Last Modified By field
- 5. What configuration change can help Sales Reps remember to add Products to Opportunities?**
 - A. Set Org-Wide Defaults for Price Books to Use
 - B. Create a Workflow Rule to add a default Product
 - C. Enable the setting to prompt users to add products
 - D. Create a related list for products

- 6. Which three report charts can show the distribution of Leads in the Marketing pipeline based on Lead Status?**
- A. Pie chart
 - B. Donut chart
 - C. Funnel chart
 - D. Bar chart
- 7. What is the maximum number of components allowed in a single Dashboard?**
- A. 50
 - B. 3
 - C. 15
 - D. 20
- 8. What feature allows Administrators to automate repetitive tasks in Salesforce?**
- A. Validation Rules
 - B. Workflow Rules
 - C. Page Layouts
 - D. Field Dependencies
- 9. Which two related lists should be added to the Opportunity page layout for tracking Campaign contributions to the overall pipeline?**
- A. Open Activities
 - B. Contact Roles
 - C. Campaign Influence
 - D. Campaign Members
- 10. What two valid assignee options should an administrator use to configure case assignment rules?**
- A. Queue
 - B. Case team
 - C. Public group
 - D. User

Answers

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1. B
2. C
3. A
4. A
5. C
6. A
7. D
8. B
9. B
10. A

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Explanations

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1. Which resource is typically available to candidates preparing for the Kryterion exam?

- A. Free access to all educational institutions
- B. Practice exams and study guides**
- C. Direct mentorship by seasoned professionals
- D. Unlimited time to study without deadlines

Candidates preparing for the Kryterion exam typically benefit from practice exams and study guides. These resources are designed to familiarize them with the format and content of the exam, offering a structured approach to review key material. Practice exams simulate the testing environment, allowing candidates to assess their knowledge and identify areas where they may need more focus. Study guides provide comprehensive summaries of essential topics, theories, and concepts that are crucial for success on the exam. This targeted preparation aids in reinforcing the candidates' understanding and boosts their confidence heading into the actual test. Other resources might not be as universally available or structured specifically for exam preparation. For instance, access to all educational institutions may not be realistic or feasible for all candidates. Similarly, while direct mentorship can be valuable, it is often not a standard resource for exam preparation, and unlimited time to study could lead to inefficiencies or procrastination that don't align with actual exam conditions. Therefore, the structured approach of practice exams and study guides stands out as the most beneficial and practical resource for candidates.

2. To prevent duplicates when importing Accounts from an external system, what should a System Administrator do?

- A. Create a formula field that identifies matches
- B. Use the ID from the order system in place of the Salesforce ID
- C. Create a unique External ID field on Accounts in Salesforce for matching**
- D. Use VLOOKUP to find matching records in Salesforce

Creating a unique External ID field on Accounts in Salesforce for matching is an effective way to prevent duplicates when importing Accounts from an external system. This method ensures that each record has a distinct identifier that can be easily referenced during the import process. By leveraging an External ID, the system can match incoming records with existing ones in Salesforce based on this unique value, allowing for a seamless import without the risk of duplicating data. When importing data, if the External ID already exists in Salesforce, the import process can update the existing record instead of creating a new one. This functionality is crucial for maintaining clean and organized data, especially in scenarios where multiple parties might be importing data or when syncing large datasets from external systems. Other methods such as creating a formula field to identify matches or using VLOOKUP could be more complicated and less efficient in preventing duplicates during the immediate import process. Additionally, substituting the Salesforce ID with an external system's ID does not provide a reliable mechanism for matching existing records, especially if there's no guarantee that the external system IDs will be unique or correlate with Salesforce records effectively.

3. What is typically the first step a candidate should take on the exam day for a Kryterion exam?

A. Ensure their technical setup is functioning well

B. Login to the exam without preparation

C. Bookmark questions for later

D. Review textbooks before the exam

Ensuring that the technical setup is functioning well is crucial on exam day, especially for a Kryterion exam, which is often taken remotely. This first step allows candidates to verify that their computer, webcam, microphone, and internet connection meet the exam's requirements. By troubleshooting any potential issues before the start of the exam, candidates can avoid unnecessary stress and disruptions during the test. It's a proactive measure that ensures a smoother testing experience and allows candidates to focus on their performance instead of stressing over technical difficulties mid-exam. Addressing technical setup before logging in and starting the exam can significantly impact pacing and confidence.

4. How can an administrator discover who added a field to the account page layout?

A. Download the Setup Audit Trail

B. Create a poll in the Admin Chatter group

C. Run an Account History report

D. Review the Account Last Modified By field

The best approach for an administrator to discover who added a field to the account page layout is to download the Setup Audit Trail. The Setup Audit Trail provides a comprehensive log of changes made to the organization's setup, including the creation, modification, and deletion of various metadata components, such as fields and page layouts. By examining this audit trail, an administrator can find specific entries that detail when the field was added and which user was responsible for that action. This tool is essential for tracking configuration changes and security audits within the system. The other options, while useful in different contexts, do not provide the necessary information. Polling members in the Admin Chatter group, for instance, may lead to insights but lacks the authoritative documentation needed for confirming changes. Running an Account History report focuses on standard field values and changes to records rather than the setup configurations, and reviewing the Last Modified By field on an Account record pertains to changes in the record itself, not changes to the page layout or schema. Thus, the Setup Audit Trail is specifically designed for administrative tracking of all setup changes, making it the most reliable resource for this inquiry.

5. What configuration change can help Sales Reps remember to add Products to Opportunities?

- A. Set Org-Wide Defaults for Price Books to Use
- B. Create a Workflow Rule to add a default Product
- C. Enable the setting to prompt users to add products**
- D. Create a related list for products

Enabling the setting to prompt users to add products directly addresses the issue of Sales Representatives forgetting to include products when creating or updating opportunities. This configuration allows the system to actively remind or encourage the users to add relevant products, making it a proactive solution that seamlessly integrates into their workflow. By providing a prompt, users receive immediate feedback and guidance, which can significantly improve compliance with best practices and enhance the accuracy of opportunity data. This approach contrasts with other configurations that may assist in some capacity but do not directly engage the user at the right moment in their process. For example, simply setting Org-Wide Defaults for Price Books does not ensure that products are consistently added to every opportunity. A Workflow Rule to add a default product might automate a part of the process, but it wouldn't account for varied product needs across different opportunities. Similarly, creating a related list for products adds visibility but doesn't actively remind users or encourage interaction, which can lead to neglect in utilizing the feature effectively. Thus, the prompt feature is the most effective option for enhancing user behavior in this context.

6. Which three report charts can show the distribution of Leads in the Marketing pipeline based on Lead Status?

- A. Pie chart**
- B. Donut chart
- C. Funnel chart
- D. Bar chart

To understand why a pie chart is an appropriate choice for showing the distribution of Leads in the Marketing pipeline based on Lead Status, it's important to recognize the unique characteristics of pie charts. A pie chart visually represents parts of a whole, making it ideal for illustrating categorical data. In the context of Lead Status, each segment of the pie can represent a different status (e.g., new leads, contacted leads, qualified leads, etc.). This allows viewers to quickly gauge the proportion of each Lead Status within the overall group of leads, offering an immediate understanding of how leads are distributed across various stages in the pipeline. While other chart types like the funnel chart can depict the progression of leads through different stages, and bar charts can display categorical data in an effective way, they may not convey the proportional relationships as clearly as pie charts do. Donut charts, which are similar to pie charts, can also effectively display distribution but may not be the first choice for straightforward categorical comparison. Thus, the pie chart is particularly suitable for showing the distribution of Leads based on Lead Status due to its effectiveness in representing parts of a whole in a visually engaging manner.

7. What is the maximum number of components allowed in a single Dashboard?

- A. 50
- B. 3
- C. 15
- D. 20**

The maximum number of components allowed in a single Dashboard is 20. This limit helps maintain clarity and usability in the Dashboard design, ensuring it remains easy to navigate and interpret. With 20 components, you have the flexibility to include a diverse range of visualizations, reports, and widgets while still adhering to practical constraints that prevent information overload or excessive clutter. As Dashboards are designed to convey important metrics and insights at a glance, this limit supports effective communication by allowing users to quickly analyze the information presented without feeling overwhelmed.

8. What feature allows Administrators to automate repetitive tasks in Salesforce?

- A. Validation Rules
- B. Workflow Rules**
- C. Page Layouts
- D. Field Dependencies

Workflow Rules are a powerful feature in Salesforce that enable administrators to automate repetitive tasks based on specific criteria or conditions. When these conditions are met, a workflow rule can initiate various actions automatically, such as sending email alerts, updating fields on a record, creating tasks, or sending outbound messages. This automation helps increase efficiency by minimizing manual effort and ensuring that tasks are completed consistently, without requiring direct intervention. In a typical scenario, an administrator might set up a workflow rule that triggers an email notification when a lead score reaches a certain threshold. This allows the sales team to be promptly notified of high-priority leads, streamlining the sales process and ensuring timely follow-ups. While validation rules, page layouts, and field dependencies have their own important roles within Salesforce, they do not provide the same level of automation for repetitive tasks as workflow rules do. Validation rules ensure data quality by enforcing rules on record entries, page layouts customize the user interface and control field visibility, and field dependencies determine how fields are displayed based on certain criteria. However, none of these features automate actions as workflow rules do.

9. Which two related lists should be added to the Opportunity page layout for tracking Campaign contributions to the overall pipeline?

- A. Open Activities
- B. Contact Roles**
- C. Campaign Influence
- D. Campaign Members

To effectively track Campaign contributions to the overall pipeline on the Opportunity page layout, adding Campaign Influence is essential. This related list shows how different campaigns have impacted specific opportunities, allowing users to see the relationships between campaigns and the deals that result from them. It enables sales teams to evaluate the effectiveness of their marketing efforts in context with their sales performance. In addition to Campaign Influence, adding Campaign Members is also beneficial. This related list provides insight into the specific contacts associated with campaigns that may have influenced the opportunity. By having access to this information, sales teams can analyze which individuals from their target audience were engaged in campaigns that led to new sales. Consequently, the combination of Campaign Influence and Campaign Members gives a comprehensive view of how marketing campaigns are driving opportunities, enabling more effective strategy adjustments and better alignment between marketing and sales efforts.

10. What two valid assignee options should an administrator use to configure case assignment rules?

- A. Queue**
- B. Case team
- C. Public group
- D. User

The correct choice is a queue because queues are specifically designed to manage and assign work items, such as cases, within many CRM and support systems. When a case is added to a queue, members of that queue can then take ownership of the case, which is particularly useful in high-volume environments where cases need to be prioritized and assigned to the right people quickly. Queues help in organizing case workloads efficiently by allowing multiple users to access and resolve cases as they come in, ensuring that no single person is overwhelmed while allowing flexibility in case management. This assignment mechanism assists administrators in ensuring that cases are handled promptly and by the appropriate teams. The other options, while they may have their own roles in managing users and collaboration, do not specifically function in the same way queues do for case assignments. Case teams may help in collaboration but do not directly assign ownership in the way a queue does. Public groups and individual users can be assigned cases, but they lack the structured approach that queues provide for workload management across teams.

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://kryterion.examzify.com>

We wish you the very best on your exam journey. You've got this!

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