Exam Questions Salesforce-Advanced-Administrator

Salesforce Certified Advanced Administrator

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NEW QUESTION 1
An auto-response rule sends en email using Template when the field Case Source Is 'email' and Template when Case Source is blank. A Process Builder updates CaseSource to 'email' when a case is created using Email-to-Case and to web' when a case Is created using Web-to-Case. Otherwise, Case Source Is blank.
What will occur when a case is created from an Incoming email?

A. Case Source updates to 'email' and an email is sent out using Template2.
B. An email is sent out using Template and then Case Source updates to email'.
C. An email la sent out using Template and then Case Source updates to 'email'.
D. Case Source updates to email and an email Is sent out using Template1.

Answer: C

NEW QUESTION 2
Cloud Kicks wants to implement multi-factor authentication (MFA) to help better secure its Salesforce org. Which two options should the administrator consider to use MFA?
Choose 2 answers

A. An Authentication App
B. A Username and Password
C. A Security Token
D. An Encryption Key

Answer: AB

NEW QUESTION 3
A sales repneeds to help cross-sell an opportunity but is unable to make updates on the record or update the opportunity team.
Which two options would be required for a sales rep to add a rep to the opportunity team? Choose 2 answers

A. Transferred ownership of theOpportunity to the sales rep
B. A permission with Edit access on the Account object
C. A role above the Opportunity owner in the role hierarchy
D. Transferred ownership of the Account to the sales rep

Answer: BC

NEW QUESTION 4
The administrator at Cloud Kicks recently replaced several case workflow rules with a single before save flow. Since this change, some cases are routing In unexpected ways.
What could be the cause or the charges to routing?

A. The old workflow rules are still active and impacting routing.
B. The flow precedes assignment rules; workflow rules are after assignment rules.
C. Assignment rules no longer reference the correct fields.
D. Multiple automation tools have been used and the automation is executed in a different order.

Answer: B

NEW QUESTION 5
At Cloud Kicks, users are able to run reports. However, when users try to export a report, they are taken to a login screen and prompted for additional verification.
What is causing this issue?

A. Users need to update their browser to the latest version.
B. The users are logged Into an Insecure network.
C. The users' profile is missing the Export Reports permission.
D. Exporting Is configured to require a high assurance session.

Answer: D

NEW QUESTION 6
Cloud Kicks (CK) has deployed several new custom apps that use Lightning Web components. The administrator is now concerned that they may need to make some adjustments to CK’s org to make it more secure.
Which tools should the administrator use to expose possible security risks within a Lightning web component?

A. HealthCheck
B. Master Encryption Keys
C. Salesforce Optimizer
D. Self-signed Certificates

Answer: A

NEW QUESTION 7
An administrator is trying to deploy a change set from a newly upgraded sandbox source org with new features to a destination sandbox org on a previous release. Some metadata in the change set cannot be deployed because they've changed between releases.
What should the administrator do to deploy the changes to a sandbox?

A. Make the changes manually through the user interface in the source org.
B. Create a new sandbox on the new release version and deploy ;he change set to the new org.
C. Submit aticket to Salesforce to update the source org to the latest release.
D. Refresh the sandbox destination org and then deploy the change set.

Answer: B

NEW QUESTION 8
AW Computing continues to grow and has concerns about the volume of sensitive data being stored in its org. The administrator suggests utilizing Salesforce Shield.
What should the team consider before Implementing Salesforce Shield?

A. Encrypted f elcz art j-ab e to be referenced in flows.
B. Einstein Lead Scoring is available on encrypted fields.
C. Paused flows can cause data to be saved in an unencrypted state.
D. Shield Platform Encryption can be used with custom metadata types.

Answer: C

NEW QUESTION 9
An administratorcreated a new custom object. When trying to upload new records to the custom object using. Date Loader, they are unable to see the new custom object in the list of available objects.
What should the administrator do to resolve the issue?

A. Assign a permission set to give them access to the new object.
B. Check the Field-Level Security of the new custom object's Name field.
C. Ensure Allow Sharing is checked on the custom object.
D. Confirm the object us marked as deployed and not in development.

Answer: D

NEW QUESTION 10
The administrator at Cloud Kicks needs to import a batch of person accounts into Salesforce. What tool should the administrator use?

A. Data Import Wizard
B. Quick Create
C. Bulk API
D. Mass Update

Answer: A

NEW QUESTION 10
The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log In. The administrator would now like to look at how many users have successfully used it since It was rolled out.
What are two ways the administrator can get this Information? Choose 2 answers

A. Create a new view In Identity Verification History, specifying Method.
B. Open the Login Access Policies In Setup which shows how many users are using MFA.
C. Run asession setting report, specifying login methods by user.
D. Export Login History and filter based off of Authentication Method Reference,

Answer: BC

NEW QUESTION 12
The salts team at Universal Containers has asked the administrator to build functionality to automatically update the account checkbox field'Opportunity Created' to checked when at least one related opportunity has been created.
What feature should the administrator use to build this functionality?

A. Screen flow
B. Workflow rule
C. Record-triggered flow
D. Assignment rule

Answer: C

NEW QUESTION 15
The finance director at Cloud Kicks asks the administrator for an exception report that shows all B2C accounts that are missing the credit card number. The credit card number is a classic encrypted field.
What action should the administrator take to meet this requirement?

A. Add 'View Encrypted Fields' to a permission set assigned to Finance and system administrators and a summary report filtered by credit card number.
B. Unmask the encryptedcredit card number field to make it available and add a custom filter to a report where credit card number is blank.
C. Build a custom checkbox called Has Credit Card' that Finance checks when a credit card is recorded and a tabular report filtered on the checkbox equal to false.
D. Create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null.

Answer: C

NEW QUESTION 16
Northern Trail Outfitters (NTO) wants to start using Salesforce for its HR recruiting process. NTO needs to ensure that every application is linked to both a job posting and an applicants can apply for more one job posting, and each job posting can have more than one application.
How should an administrator configure the objects?

A. Make Job Application as a junction object with a master-detail relationship to Applications and a lookup relationship to Job Posting.
B. Create Application as a junction object with a master- detail relations to Job Postings and a lookup relationship to Job Applications.
C. Add applicants as a junction object with master-detail relationship to both Posting and Job Applications.
D. Configure Job Application as a Junction object with master-detail relationship to both Application and Job Postings.

Answer: D

NEW QUESTION 20
An administrator is receiving cases that users are getting logged out of Salesforce without notice. What should the administrator do to address this issue?

A. Deselect disable session timeout warning popup.
B. Select force logout on session timeout.
C. Remove the session timeout settings.
D. Enable Remember me until logout.

Answer: A

NEW QUESTION 25
On the Planet custom object, Ursa Major Solar's sales director wants only certain action buttons to appear depending on if a given planet is defined as gaseous. Which Lightning component should the administrator define dynamicaction buttons?

A. Record Detail
B. Highlights Panel
C. Activities
D. Related Lists

Answer: B

NEW QUESTION 30
An administrator needs to Import a large amount of historical data (more than 100,000 records) from another system.
how should the administrator import the data?

A. SOAP based API with Developer console
B. Data Loader with Bulk API Enabled
C. AnAppExchange package
D. Import Wizard with Add Only

Answer: C

NEW QUESTION 35
An administrator at Cloud Kicks has been tasked by the compliance team to flag where sensitive information is stored in Salesforce.
What feature should the administrator use to fulfill this requirement?

A. Data Classification
B. Schema Builder
C. Classic Encryption
D. Field-Level Security

Answer: A

NEW QUESTION 39
The sales agents at DreamHouse Realty have a profile that allows them to import records for a custom object called House. The agents only need to make imports occasionally and typically Import around 100 new records at a time.
What tool should the agents use to upload records?

A. Bulk API
B. Apex
C. Date Xmport Wizard
D. Data Loader

Answer: C

NEW QUESTION 40
Cloud Kicks (CK) has a filed called Shoe Type Preference, CK,s product team wants to see a report that groups specific picklist values together into the one of two lists.
What functionality should the administrator use to fulfill the team's request?

A. PREVGROUPVALUE
B. Summary Formula
C. Bucket field
D. Matrix Report

Answer: C

NEW QUESTION 41
Cloud Kicks (CK) is working on adding a Knowledge base to its online customer community. The administrator suggests using Salesforce Knowledge to meet this requirement.
What are three reasons CK should utilize Data Categories whencreating articles in Knowledge? Choose 3 answers

A. Up to five Data Category groups can be created for segmentation.
B. Data Categories help organize the Knowledge base content displayed.
C. Every article is required to have a Data Category for sorting.
D. Data Categories provide a way to secure access to the Knowledge base content.
E. A Knowledge article can be tagged to more than one Data Category.

Answer: BDE

NEW QUESTION 46
AW Computing organizes Its sales regions as East, Central, and West. Each region has sales reps, a sales director, and sales operations members. The organization-wide default for all objects is set to Private. Members of the operations team for the East region need access to all the accounts and opportunities in the region.
How should the administrator configure this requirement?

A. Instruct the operations team members to add themselves to the account teams.
B. Share an Opportunity sharing the with a public group containing the East operations profile.
C. Assign to a role in the role hierarchy positioned above the East sales director.
D. Utilize territory management to add the operations team to the East territory.

Answer: D

NEW QUESTION 50
Cloud Kicks has two record-triggered flows on the same object. One flow creates a child record when criteria are met. The second record-triggered flow is based on criteria to check if the child record exists andupdates a field. The field on the child record that needs to be updated Is still null after the second record trigger.
What should the administrator do to resolve this issue?

A. Make a new record-triggered flow on the child object to update the field on the parent record.
B. Have the record-triggered flows fire on create or edit to update the field.
C. Combine the two flows into one with checks to see which part of the flow needs to be run.
D. flows into schedule flows and have them update the field.

Answer: C

NEW QUESTION 54
users at Northern Trail Outfitters have a lot of fields on their new account records because they track their accounts and competitors on the Account object. For accounts created for customers, they need access to different fields than the accounts used to track competitors. For partner accounts, they need different values in the Industry field.
What should the administrator use to resolve the issues?

A. Business Processes
B. Required Fields
C. Flow Builder
D. Record Types

Answer: D

NEW QUESTION 56
The administrator at Cloud Kicks has been requested to provide access to the Leads object to a contractor. The contractor currentlyhas a profile that has access to a project management app within Salesforce. The contractor should only have View access to all of the Lead records.
What should the administrator handle this request?

A. Assign a permission set that has View All on Leads.
B. Add an app with the Leads tab to the user's profile.
C. Assign the contractor a public group with Lead access.
D. Create a profile with Read Only for all Leads.

Answer: A

NEW QUESTION 58
Cloud Kicks wants to force its users to set a value for a custom called Tier by answering a seriesof questions. What two functions should the administrator use to ensure that users cannot bypass answering these questions in order to determine their Tier value. Choose 2 answers

A. Set up a list view for the list of questions.
B. Make the field Read Onlyon the page layout.
C. Set up a restriction rule on the field.
D. Use a screen flow to ask the question.

Answer: D

NEW QUESTION 59
Cloud Kicks (CK) wants the forecast numbers to be shown by territory regardless ofwho owns the record. CK also wants a way to forecast based on role hierarchy. Which three options should an administrator recommend? Choose 3 answers

A. Have the user select the forecast type listed under the Forecast Type in the Display Settings.
B. Enable Territory Forecast.
C. Make a custom field to track the amounts for Territory and Hierarchy Forecast.
D. Modify the Territory Forecast to match the Hierarchy Forecast model.
E. Enable Role Hierarchy Forecast.

Answer: ABE

NEW QUESTION 61
The sales team at Cloud Kicks is noticing that sales reps are misusing the new Screen Flow tool for data entry, since they are viewed the initial screen after clicking finish.
What should the administrator do to fix this?

A. Use a lightning action to redirect the user
B. Create a new flow to redirect the user when the other flow finishes.
C. Add a trigger to redirect the user to a new page.
D. Update the flow with a local redirect action.

Answer: D

NEW QUESTION 62
How should an administrator support a finance team that is trying to use Opportunity data to keep an eye on their pipeline rather than manually calculating anticipated income for the quarter?

A. Run a report at the end of each quarter to update the finance team on pipeline status.
B. Set up collaborative forecasting to view quota against the open pipeline.
C. Create a custom Forecasting object to inform the finance team on the status of deals.
D. Show the finance team how to use the Opportunity Kanban List View.

Answer: B

NEW QUESTION 65
The administrator at Cloud Kicks needs to set up automation to update three fields on the Shipment custom object. Because of the effect these updates will have on some programmatic customizations, they need to happen in a very specific order.
How should the administrator configure the field updates to ensure the proper order.

A. Create three workflow rules in order, one workflow rule for each field update.
B. Create a process with one criteria node and three field updates in the correct order.
C. Create a process with three criteria nodes and stop after each action.
D. Create a workflow rule with three field updates entered in the correct order.

Answer: C

NEW QUESTION 66
Person accounts were recently activated at Cloud Kicks. There are three record types for accounts:
• B2B customer
• B2C Customer
• External Partner
There are two record types for leads:
• B2B Lead
• B2CLead
The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2BCustomer and External Partner account record types are available choices on the Conversion Layout.
What should the administrator do to correct this issue?

A. Hide the Record Type field on the Account section of the Conversion Layout.
B. Build a process that updates the record type field to B2C Customer after conversion.
C. Use a validation rule to ensure the company name on B2C Leads is blank.
D. Change organization-wide default settings for contacts to Controlled by Parent.

Answer: B

NEW QUESTION 70
Which two tools should an administrator use to required data to be entered ina field and improve data quality on a record in Salesrorce?
Choose 2 answers

A. validation Rules
B. Dashboards
C. Workflow Rules
D. Page Layouts

Answer: AD

NEW QUESTION 71
Sales managers at Ursa Major Solar have asked for some additional automation around opportunity reminders. If the opportunityis in the Proposal stage a week before the close date, they want an email sent to the opportunity owner and manager. If the Budget Approved custom field is checked, the managers want to be notified immediately.
How should these requirements be met withoutusing code?

A. Create a schedule-triggered flo
B. Configure the trigger to flow weekly.
C. Create a record-triggered flow with scheduled path
D. Configure the trigger to flow after the record is saved.
E. Create a record-triggered flow with scheduled paths.Configure the trigger to flow before the record is saved.
F. Create a schedule-triggered flow for the Opportunity objec
G. Configure the trigger to flow daily.

Answer: D

NEW QUESTION 73
A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only seeItem records if they are also the owner of the Quota record.
What step should the administrator take to give access to all Item records?
Change the data format of the Quota relationship field from master-detail to lookup.

A. Re-assign the Quota master-detail to the primary and the
B. Account master-detail to secondary.
C. Create a Quota criteria-based sharing rule using ISCHANGED for the Account Owner field.
D. Give the account owner Read access to both the Account and the Quota objects

Answer: A

NEW QUESTION 77
Cloud Kicks has o custom object called Membership Details that records information about customers' preferences for their memberships. Depending, on the membership level, different data needs to be displayed.
• when cue running user has the Market no profile, all data should be visible.
• When the running user has the Support profile, only the Support preference fields should be visible.
• Both Marketing and Support users should be able to report onall data. How should the administrator deliver this solution?

A. Create two record types und two page layouts.
B. Set up Dynamic forms to conditionally show data.
C. Make a permission set with a Muting permission.
D. Use Field-Level Security to control data access.

Answer: B

NEW QUESTION 78
Cloud Kicks users need to link multiple Case records to multiple Outcome records stored in a custom object. Any user that can view the Case record must be able to create a link. The administrator creates a Case Outcome custom object.
What is the recommended option to use when adding a field to Case Outcome?

A. Lookup relationship with Ready-Only sharing setting.
B. Master-detail relationship with Read-Only sharing setting.
C. Lookup relationship with Read/Write sharing setting
D. Mater-detail relationship with Read/Write sharing setting

Answer: D

NEW QUESTION 83
When should an administrator apply a permission set to a user or group of users versus configuring the user’s profile with the necessary access?

A. When a user is part of a team withan assigned profile that covers the majority of their needs but requires just a little less access than the rest of their team.
B. When a user is part of a team with an assigned profile that covers the majority of their needs but requires more access thanthe rest of their team.
C. When an organization’s sharing model is too broad and they need to restrict access beyond what their sharing model and existing profiles provide.
D. When an organization has opted out of using the standard profiles and created custom profiles.

Answer: B

NEW QUESTION 86
An administrator is asked to create a report to calculate the year-over—year changed in the dollar amount of a company’s opportunities.
What reporting tool should be used to complete this request?

A. A row-level formula to compare amounts grouped by year.
B. A joined report with two report blocks for each year
C. A customsummary formula with PARENTGROUPVAL function
D. A custom summary formula with the PREVGROUPVAL function.

Answer: D

NEW QUESTION 88
DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts.
What should the administrator consider when setting up Collaborative Forecasts?

A. Opportunity Split data cannot be viewed in a forecast.
B. A forecast can be either revenue-based or quantity-based.
C. A single org can have up to six different types of forecasts.
D. The default forecast categories cannot be customized.

Answer: B

NEW QUESTION 90
An administrator would Like to know If any other administrators or delegated administrators are using the Log In As a User feature.
Where the administrators should are using the Log in As a User feature.

A. Grant Account Login Access
B. Setup Audit Trail
C. Connected App Usage
D. Login History

Answer: A

NEW QUESTION 95
A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested.
What permission should be reviewed to determine if it is missing from the administrator user or profile?

A. Create and Upload Change Sets
B. Modify Metadata Through Metadata API Functions
C. Deploy Change Sets
D. API Enabled

Answer: C

NEW QUESTION 96
The sales manager at Cloud Kicks (CK) wants to make sure the accounts that CK serves are happy. One way they track this is by how many open cases an account has with CK. The sales manager asks CK's administrator to build a report to show Accounts with Open Cases.
What report type would this be?

A. Bucket Report
B. Joined Report
C. Summary Report
D. Matrix Report

Answer: C

NEW QUESTION 101
The administrator at Cloud Kicks made new fields and page layout adjustments based on new requirements from the service teem. The changes have been built In a sandbox and are ready to be deployed Into production.
Whetshould en administrator do before deploying the change set in production?

A. Request a new sandbox based on the sandbox where the changes were made.
B. Make a new sandbox based on production to restore changes from.
C. Push the change set to another sandbox to restore from.
D. Create the fields and update the page layouts In production.

Answer: B

NEW QUESTION 102
At Ursa Major Solar, there is an account owner by a user with the role of Galaxy manager. Two users with the same profile are both assigned to the sub-role, Galaxy Subordinate. However, only one can access the account.
What is the reason only one user can see the account record?

A. Workflow Rule
B. Manual Sharing
C. Queues
D. Role Hierarchy

Answer: B

NEW QUESTION 104
An administrator wants to determine if brute-force password attacks are being used against the org. A brute-force attack is when multiple password combinationsare attempted in a short time period.
Where should the administrator look for more information?

A. Login Forensics
B. Connected Apps OAuth Usage
C. Event Manager

D. User Field History Tracking

Answer: A

NEW QUESTION 108
After setting up field history tracking on the Account object, the administratorfor AW Computing wants to retrieve the field history data for analysis.
how should the administrator acquire this data?

A. Create a report of Accounts and export it to Excel.
B. Query and export the Account History object using Data Loader.
C. Use the Data export service in setup.
D. Create a list view of Account History and print using the Printable View action.

Answer: B

NEW QUESTION 109
Ursa Major Solar (UMS) wants to improve Its customers' ability to search for knowledge articles. UMS has already created categories for articles.
Which two additional chances should be made to improve search capabilities? Choose 2answers

A. Configure Global Search for specific search terms.
B. Create synonyms for specific search terms.
C. Configure Einstein Search for specific search terms.
D. Promote specific search terms for specific articles.

Answer: BD

NEW QUESTION 114
Northern Trail Outfitters (NTO) is expending into the U.K. While most of NTO's product are the same as in the US. Pricing will vary from productdue to shipping and raw material cost differences.
What should the administrator configure for a smooth rollout to the U.K.?

A. Configure a U.K Opportunity record type.
B. Write a flow the translates the currency from dollars to euros using a custom Exchange Rate field.
C. Add a new U.K Order Form that has the euro symbol instead of the dollar symbol.
D. Create a new Price Book for the U.K product pricing.

Answer: D

NEW QUESTION 119
AW Computing wants to create a process to assign accounts to different salespeople based on the annual revenue…. of the company. The administrator has decided to create a flow.
Which two consideration should the administrator make sure to remember when creating the flow? Choose 2 answers

A. Use a Get Record component instead ofhard coding record IDs.
B. The running user of a flow is the user that last saved the flow.
C. Update record elements should be placed outside the flow loop.
D. Update Record elements should be placed inside the flow loop.

Answer: AC

NEW QUESTION 120
Person accounts were recently activated at Cloud Kicks. There are three record types for accounts:
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• External Partner
There are two record types for leads:
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The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2B Customer and External Partner account record types are available choices on the Conversion Layout.
What should the administrator do to correct this issue?

A. Hide the Record Type field on the Account section of the Conversion Layout.
B. Build a process that updates the record type field to B2C Customer after conversion.
C. Use a validation rule to ensure the company name on B2C Leads is blank.
D. Change organization-wide default settings forcontacts to Controlled by Parent.

Answer: B

NEW QUESTION 121
Cloud Kicks has Service end Soles Manager roles that need to be able to see a I Accounts. Currently, they each have their own custom profile. The organization-wide defaults are set to Private and a sharing rule share access to Accounts to the sales and service teams based on criteria.
What should the administrator do to allow the service and sales Manager to sec all Accounts?

A. Configure a custom profile for each manager that gives them view All on Accounts.
B. Set the organization-widedefault for Accounts to Public Read Only.
C. Create a permission set with view All to Accounts and assign it to the Service and Sales Managers.

D. Move the Service and Sales Managers higher in the role hierarchy.

Answer: C

NEW QUESTION 122
AW Computing created new multi-tier service plans. The primary difference between the packages Is the length of the term. The company wants to capture start and end dates for each service plan sold, which can direr from the contract dates of the subscription.
How should an administrator ensure the data is captured properly?

A. Build a validation rule on the Opportunity object to require custom date fields based on the product(s) selected.
B. Configure formula fields to reflect the close date of the opportunity.
C. Create a new price book for service plans with term lengths.
D. Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.

Answer: B

NEW QUESTION 124
A user at Ursa Major Solar is experiencing a flow error while trying to process a record to the next status. The users with the same access can process records without any errors.
What should the administrator do to troubleshoot the issue?

A. Use the flow debug option and set the selection to Run as another user.
B. Grant the user more data access by moving them higher in the role hierarchy.
C. Change the flow to run as System Context Without Sharing - AccessAll Data.
D. Grant the user the Modify All permission to ensure they have full system access.

Answer: B

NEW QUESTION 127
Cloud Kicks needs to automate several updates to lead records and update unrelated records. Select changes should happen every time a record is created or updated, Put other changes should only happen when the record is updated.
Which two options should the administrator use to automate these updates? Choose 2 answers

A. Use a Decision element with the "Only if the record that triggered the flow to run is updated to meet the condition requirements" option.
B. Create a Process Builder that runs when a record is changed.
C. Create a flow that runs when a record is created or updated.
D. Use "formula evaluatesto true" workflow rule with the ISCHANCEO function to make changes when the record Is updated.

Answer: AC

NEW QUESTION 131
An administrator needs to Import a large amount of historical data (more than 100,000 records) from another system.
how should the administrator import the data?

A. SOAP based API with Developer console
B. Data Loader with Bulk API Enabled
C. An AppExchange package
D. Import Wizard with Add Only

Answer: C

NEW QUESTION 134
Anadministrator is planning he release process for the year. The team will be using change sets to process deployment to production.
Which three best practices should be considered?

A. Plan your deployments around the production and sandbox maintenance schedules.
B. Use matching names for global publisher layouts and Outlook publisher layouts.
C. Be sure to test only after business hours the data after deployment.
D. Make sure to deploy all dependent components.
E. Make sure change sets are limited to 10,000files.

Answer: ADE

NEW QUESTION 136
Sales reps endpartner consultants at Cloud Kicks work on the same kinds of shoe deals. The administrator has been asked to ensure that the Profit new on the Opportunity object is available to sales reps and is hidden from partners using Field Level Security.
Which two features should the administrator use to fulfil this request? Choose 2 answers

A. Permission Set
B. Record Type
C. Organization-wide Defaults
D. Profiles

Answer: AD

NEW QUESTION 140

Ursa Major Solar allows accounts to apply for loans to purchase solar panrts. Financial information will be stored in a custom object. Only finance team members should see the related financial information about the account.
What kind of field should the administrator create in the customobject?

A. Lookup Relationship
B. External Relationship
C. Hierarchical Relationship
D. Master-Detail Reiatic

Answer: D

NEW QUESTION 142
Cloud Kicks has just released a new ProcessBuilder on the Account in production. The end users keep getting error messages that prevent them from completing their updates to the Account.
Which three things should the administrator do to resolve this issue? Choose 3 answers

A. Review the Error Emailfor the Process Builder and rectify the issues.
B. Manually make the updates to the Account as the logged-in user.
C. Deactivate the Process Builder in production.
D. Have the users refresh the Account page so they get the current Process Builder.
E. Fixthe Process Builder in a sandbox and migrate the change to production.

Answer: BCE

NEW QUESTION 146
Users report that the industry picklist field is no longer visible on account records. What test can an administrator use to troubleshoot the issue?

A. Field audit history
B. Setup audit trail
C. Field history tracking
D. Debug log

Answer: B

NEW QUESTION 148
Cloud Kicks wants its sales reps to always use the same full zip code format with a hyphen where applicable. What should the administrator implement to help ensure consistent formatting?

A. Edit the standard field length to five characters.
B. Add a quick create function for the sales reps to use.
C. Create a REGEX function to use in a validation rule on the field.
D. Add a help text instructing the sales rep on how to enter this field.

Answer: C

NEW QUESTION 150
Sales reps at Ursa Major Solar often give discounts depending on the configuration of the solar panel system. Customers want to know what the different configuration options are. Sales management wants to ensure the opportunity pipeline is as accurate as possible.
What should sales reps do to ensure their quotes and opportunities reflect their sales?

A. Update the quote record each time the customer requests a different product configuration, and clicks the sync button to update the opportunity.
B. Create a new quote record for each of the different product configuration
C. Sync the most likely to be purchased back to the opportunity.
D. Create new opportunities for each quote reques
E. Change the forecast category toomitted for all except the most likely to be purchased.
F. Use the products related list to associate the different configurations with the opportunit
G. Update the Amount field with the most likely purchase price.

Answer: A

NEW QUESTION 153
The administrator at AW Computing has received an email for a system error indicating that their organization has reached is hourly limit processing workflow time triggers.
Whichtwo processes should the administrator review? Choose 2 answers

A. Time-Based Workflows
B. Paused now Interviews
C. Apex Triggers
D. Debug Logs

Answer: AD

NEW QUESTION 157
A user started to work remotely. They are having an Issue logging in. What could be the issue?

A. The login session has expired for this user.
B. They are signing in from a mobile device.

C. The time zone for the profile is outside of login hours.
D. The user Is not In the IP range for their profile.

Answer: D

NEW QUESTION 162
Anadministrator has a request to create a Next Steps field for users to document what they need to do next on a lead. The field should allow users to format the text and be mapped to an opportunity when converted.
What type of field will satisfy these requirements?

A. Formula (Text)
B. Text Area (Long)
C. Text Area
D. Text Area (Rich)

Answer: C

NEW QUESTION 165
Universal Containers has found duplicate contacts in Salesforce. The sales team administrator prevent duplicate records frombeing created.
Which two ways should the administrator customize duplicate management? Choose 2 answers

A. Modify the Global Picklist Value Sets.
B. Configure custom duplicate rules.
C. Create custom matching rules.
D. Set up mobile duplicate alerts.

Answer: BC

NEW QUESTION 166
The administrator at AW Computing implements multi-factor authentication using the Salesforce Authenticator app downloaded on company-provided iPhones. A sales rep breaks their phone and needs to updatean opportunity record.
How should the administrator grant access for the sales rep?

A. Instruct the sales rep to log in from the company's VPN.
B. Delegate multi-factor identification to the sales rep.
C. Add the sales rep's IP address to the trusted IP ranges.
D. Generate a temporary identity verification code for the rep.

Answer: D

NEW QUESTION 167
An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members.
What should the administrator configure?

A. Set organization-wide sharing for Account as Public Read Only.
B. Create a Sharing Rule on the Account object for all members of the account services role to have Read/Write access.
C. Update the profile Accountobject to Modify All.
D. Enable Account Teams and grant Read record-level access to account team members for the Account object

Answer: B

NEW QUESTION 172
AW Computing has a private sharing model for Its accounts, but a sales rep occasionally needs ass/stance from an engineer. What feature should be used to grant the engineer access to the necessary account, while maintaining the company's data security?

A. Permission Set
B. Permission Set Group
C. Account Teams
D. Custom Profile

Answer: C

NEW QUESTION 177
AW Computing has a 4-hour SLA in its support guarantee. The company recently received feed that customers art reporting long wait times before an agent responds to a new case after it has been submitted.
How should an administrator ensure cases are properly prioritized?

A. Auto-Response Rules
B. Escalation Rules
C. Assignment Rules
D. Workflow Rules

Answer: C

NEW QUESTION 182

The Cloud Kicks security team has seen an increase in unattended device attacks, where hackers can view sensitiveinformation when users leave devices unlocked in public settings. The security team wants to ensure Salesforce data cannot be viewed after 10 minutes of inactivity.
What is the recommended security setting to configure?

A. Enforce login IP ranges on everyrequest.
B. Lock sessions to the domain in which they were first used.
C. Require a high assurance session.
D. Force logout on session timeout.

Answer: D

NEW QUESTION 185
An administrator is using the Dev Console Log Inspector to troubleshoot a ProcessBuilder. What event type should the administrator look for in the event column?

A. Event types beginning with FLOW
B. Event types beginning with AUTOMATED.
C. Event types beginning with WORKFLOW
D. Event types beginning with PROCESS

Answer: A

NEW QUESTION 190
Which two ways can an administrator review the page performance for a Lightning record page? Choose 2 answers

A. Lightning Usage App
B. Analyze Button
C. Activation Button
D. Pages Menu

Answer: AB

NEW QUESTION 191
What are three options available to the administrator to help with this issue? Choose 3 answers

A. Move some page components behind a tab.
B. Remove some of the fields displayed.
C. Deactivate unnecessary validation rules.
D. Convert all Process builders to flows.
E. Reduce the number of related lists displayed.

Answer: ABE

NEW QUESTION 192
AW Computing it running a special bundle deal onmonitors 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: B

NEW QUESTION 193
Ursa Major Solar has a training sandbox with 160MB of test data that needs to be refreshed every other day. Which two sandboxes should be used in this instance?
Choose 2 answers

A. Partial
B. Developer
C. Developer Pro
D. Full

Answer: CD

NEW QUESTION 194
Cloud Kicks (CK) has e sneaker maintenance plan that It Includes with all orders for Its new line of Bluetooth-enabled custom sneakers. The sneaker maintenance plan gives each customer 6 months of phone support in case they have Issues with their new sneakers. The administrator at CK is having a hard time keeping up with thework associated with managing the maintenance plan.
What should the administrator do to help manage the plan?

A. Use Flow to automatically create and assign entitlements.
B. Create a support process for the maintenance plan.
C. Ensure milestones are in place for the maintenance plan.
D. Set up and configure entitlement templates.

Answer: D

NEW QUESTION 197
DreamHouse Realty wants to notify an assigned agent when an appointment Is booked on a custom object for one of their listed homes along with the total number of appointments booked so far. The administrator has configured a Roll-up Summary for the number of appointments as well as a flow to detect the creation of a new appointment and send the information to the agent.
What consideration about process automation should the administrator be aware of to ensure the right Information is delivered?

A. Only standard objects can be used with Roll-up Summary fields.
B. Rows can only be triggered from the records created on standard objects.
C. Roll-up Summary calculations will prevent a Mow from being triggered.
D. Roll-up Summary calculations run after processes and workflows.

Answer: D

NEW QUESTION 202
A developer is gettingerrors for Production deployment. The test deployment in the Full sandbox, which included a local test run, was successful. The Full sandbox was last refreshed 2 weeks ago.
Where should the administrator check to see what was recently changed?

A. Salesforce Optimizer
B. Dev Console
C. Field History
D. Setup Audit Trail

Answer: D

NEW QUESTION 207
Users at Ursa Major Solar want to create complex dashboards with supporting charts based on data to come from a variety of sources, some of which live on the Internal company shared drives.
Which product should the administrator recommend to meet the users' needs?

A. Lightning Dashboard Builder
B. Report Bulkier
C. List views
D. Tableau CKM

Answer: A

NEW QUESTION 212
A previous consultant helped Universal Containers automate many of its business processes. The administrator changed the email address on the consultant's user record anddeactivated it. The consultant called to say they continue to get email messages from failed flows and processes.
What steps should the administrator perform to stop the fault messages from going to the consultant?

A. Create a custom metadata type andassociate the LastModifiedBy fiel
B. Write a flow that updates the field in any flows or processes equal to the consultant's name.
C. Request an Email Log from Email Log Files in Setup and filter the request by the consultant's email.Manually update any flows or processes listed on the log.
D. Set Send Process or Flow Error Email' to Apex Exception Email Recipients' in Automation settings.Add the System Admin's email to the Apex Exception Email page in Setup.
E. Export Flow Interviews filtered by LastModifiedBy.email using Data Loade
F. In the .csv file, change LastModifiedBy to the System Admin and upload changes with Data Loader.

Answer: C

NEW QUESTION 217
Cloud Kicks needs to track government-issued identification numbers for its customers. The security team requiresthat the identification number cannot changed by users and must be masked when displayed, except the last two digits.
Which two recommended configurators should administrator create? Choose 2 answers

A. Use a field with Classic Encryption.
B. Enable ShieldPlatform Encryption.
C. Configure a Field Encryption Policy
D. SetRead-Only Field-Level Security in the user Profile

Answer: BC

NEW QUESTION 218
Northern Trail Outfitters (NTO) has a private sharing model for records containing a customer's credit Information. These records should be visible to a sales rep's manager but hidden from their colleagues.
How should an administrator adjust NTO's sharing model to ensure thecorrect amount of confidentiality?

A. Use validation rules targeting the logged-in user.
B. Add View All access for the object via the managers profile.
C. Create sharing rules for each manager based on the record owner.
D. Grant access using hierarchies via the sharing settings.

Answer: D

NEW QUESTION 220
Universal Containers has a Private sharing model for Accounts and Opportunities. A new team is being createdfrom within the sales team that will be assigned all renewal opportunities. These users will need to see all closed won opportunities while keeping the account private.
How should the administrator meet this requirement?

A. Update the organization-widedefault on Opportunities to Public Read Only and add them to the opportunities team.
B. Create a permission set with View All enabled on Accounts and assign it to the new users.
C. Create a new profile for the renewals team with View All permission enabledon Accounts and Opportunities.
D. Create a public group for the renewals team and create a criteria based sharing rule on Opportunities.

Answer: C

NEW QUESTION 222
An administrator need a business process automated, but only for certain user and profiles. The administrator will need to frequently update which users and profiles will use the process. After evaluating the declarative options, it was determined that this functionality must be done via an Apex trigger.
What software requirement should the administrator request so that process execution can be declaratively controlled?

A. Use Process Automation Setting in Setup to the appropriate users or profiles.
B. Use a System permission that is assigned to the user or profile.
C. Use Apex Class Access to assign the Apex code tothe user or profile.
D. Use a custom permission set that is assigned to the user.

Answer: D

NEW QUESTION 224
AW Computing hasseveral service plans it offers with its laptops. Management wants the sales team to focus on bringing in new business and to have the creation of the renewal opportunity for the service plans happen automatically.
What approach should the administrator take to automate the renewal process7

A. Configure a time-based workflow to send an email reminder to the sales rep when the service plan expires.
B. Create a dynamic Lightning page with rich text to remind the rep to create a renewal opportunity when the opportunity is closed won.
C. Create a validation rule to prevent the rep from closing the opportunity until a renewal is associated.
D. Configure a flow that will create the renewal based on the closed-won date and opportunity line items.

Answer: D

NEW QUESTION 225
Universal Containers wants to assign a task due date on one of two fields. Estimated Shipping Date or Client Need By Date, which is further in the future.
Which two combined automation tools should the administrator use to create the task record and assign based on date criteria?
Choose 2 answers

A. Create a formula capture the MAX date.
B. Make a Process Builder to create the task.
C. Design an approval process to capture the furthest date.
D. Configure a workflow to create the task.

Answer: AD

NEW QUESTION 226
The administrator at Ursa Major Solar has set up IT policies for all user passwords to be a minimum length of 3 characters and have an expiration period of 90 days. The security team recently decided that administrators of any system should have a 15-character minimum password with a 30-day expiration period.
Where should the administrator make this change?

A. Organi2ation-wide password policies
B. Password complexity requirements on the permission set
C. Password Policies on the System Administrator profile .
D. Session Settings on the User record

Answer: C

NEW QUESTION 230
Ursa Major Solar (UMS) wants to identify customers that need to install a new solar panel monitor system it recently released. UMS tracks the installed products as Asset records that art related to the Account. Sales management has asked the administrator to create a report for users.
What is the recommended method for the administrator to meet the requirement?

A. Use PREVGROUPVAL() in Report Builder.
B. Use Role Hierarchy filter to restrict related records.
C. Use a Summary report with Bucket Columns.
D. Use a Cross Filter with WITHOUT logic.

Answer: D

NEW QUESTION 232
The AW Computing administrator team does significant amounts of work aroundprocess automation and ensuring data integrity. When an administrator created a new validation rule in production, the development team complained that their deployment to production failed.
What should be implemented to prevent this conflict from happening?

A. Review the setup audit trail prior to changes.
B. Refresh the full copy sandbox daily.
C. Test changes in a shared sandbox.
D. Build automation and validation rules using screen flows.

Answer: C

NEW QUESTION 234
Theadministrator at Cloud Kicks is troubleshooting an issue one user Is having with a flow. They have decided to add a debug log to that user.
What debug log category should be used?

A. Workflow
B. Callout
C. System
D. Database

Answer: A

NEW QUESTION 235
An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object.
What should the administrator consider about the order of execution for flows?

A. The flow type will determine the order of execution.
B. The last created date of the flow will determine the order.
C. The order of flow execution is unpredictable.
D. The flows will execute in alphabetical order based on their names.

Answer: C

NEW QUESTION 238
Soles reps at AW Computing hove asked the Administrator to help them close deals faster on the Salesforce mobile app when they're in the new. They want to beable to quickly close an opportunity and have key fields, like status, pre populated to Closed Won.
What should an administrator create to achieve this?

A. Object-specific Quick Action
B. Global Quick Action
C. Lightning Component
D. Enhanced RelatedLists

Answer: A

NEW QUESTION 242
AW Computing sells a variety of software programs for Its customers to choose from. Management wants to ensure that the customer automatically receives phone support when they purchase photo editing. software.
how should an administrator meet these retirements?

A. Add an entitlement template to the product for phone support.
B. Include a milestone to the product with a term of 365 days for phone support.
C. Configure a flow to create a milestone co the asset upon purchase.
D. Create a flow to attach an entitlement to the asset upon purchase.

Answer: A

NEW QUESTION 243
What are three options available to the administrator to help with this issue? Choose 3 answers

A. Move some page components behind a tab.
B. Remove some of the fields displayed.
C. Deactivate unnecessary validation rules.
D. Convert all Process builders to flows.
E. Reduce the number of related lists displayed.

Answer: ABE

NEW QUESTION 248
Select power users want the ability to make configuration changes to a specific custom object. What tool should the administrator assign to the power users to enable this?

A. View Setup and Configuration
B. Delegated Administration
C. Sharing Rule
D. Modify All Data

Answer: B

NEW QUESTION 250

Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently,usrrs have noted that their pages take a long time to load and it's starting to negatively impact their experience.
What should theadministrator do to help diagnose where improvements can be made?

A. Check the debug logs found in the Environment section of Setup.
B. Click Analyze from the Lightning App Builder toolbar.
C. Review the debug logs from the Developer Console.
D. Use theApex debugger while loading a customer record.

Answer: B

NEW QUESTION 252
An administrator has found a free app on the AppExchanged and would like to install it.
Which three items should the administrator take to consideration before installed he managed package? Choose 3 answers

A. Custom objects and custom fields used by the app count against the org's limits.
B. Managed apps do not undergo a formal security review by Salesforce.
C. Apps may require certain Salesforce editions or features to be enabled.
D. Apps may requireexternal, third-party web services to function properly.
E. Apps must be installed in production before the app can be installed in a sandbox.

Answer: CDE

NEW QUESTION 253
An administrator at Cloud kicks recently built a screen flow in a sandbox that creates a case andfollow-up task. When the flow runs in the sandbox, it works just as expected. When tested in production, the flow errors when creating the records.
Choose 2 answers

A. Change the user experiencing the issue to the System Administrator profile.
B. Open theflow In Debug mode and Run the Flow as another user.
C. Change the Default Case Creator to the user's manager.
D. Log in as another user and run the flow.

Answer: BD

NEW QUESTION 257
A sales rep at Ursa Major Solar wasassigned to a role under their manager and is the record owner of several opportunities; however, the sales rep is missing from the manager's forecast.
What should the administrator review to solve this issue?

A. Enable owner adjustment
B. Enable manager adjustments
C. Allow Forecasting
D. Allow Override Forecasts

Answer: B

NEW QUESTION 261
AW Computing (AVVC) has customersIn multiple countries. AWC would li<e to set up advanced currency management for Its system.
Which two considerations should AWC be aware or prior to implementing this change to the existing system? Choose 2 answers

A. When a currency is added to an organization's List of supported currencies, it cannot be deleted.
B. Opportunities will only display sales In the customer's localized currency.
C. Historical trend reports will only use the last dated exchange rate.
D. Once enabled, advanced currency management cannot be disabled.

Answer: AC

NEW QUESTION 266
An administrator has created a flow that sends platform events whenever an opportunity is updated. An Apex developer has been tasked to write code that listens for these events. When reviewing the debug logs for a user, the developer can see that the flow ran, but the debug Information is missing.
What should the administrator recommend to assist with debugging?

A. Select the Debug Enabled checkbox on platform events,
B. Platform eventsare unavailable for debugging.
C. Set a debug log on the Automated Process entity.
D. Search the AppExchange to And a tool that assists with debugging.

Answer: C

NEW QUESTION 271
What shouldthe administrator consider before enabling Person Accounts?

A. Person Account cannot be disabled.
B. Person Account requires less data storage.
C. Person Account and Business Accounts cannot be in the same sharing model.
D. All standard Account news canbe converted to Person Account field.

Answer: A

NEW QUESTION 272
AW Computing wants to embed a report chart on the Account record page that shows the value of closed sales for that account. The chart should be limited to users in the Sales Manager role on the Account record pages.
how should this be accomplished?

A. Create a new report and assign it to the component.
B. Create a new page layout for the Sales Manager role.
C. Filter component visibility for the Account ID.
D. Filter component visibility for the Sales Manager role.

Answer: D

NEW QUESTION 277
The administrator at Cloud Kicks has been asked to delete a large number of quote line items. The/ receive a .c sv fife with the record IDs to be deleted. The administrator uses Data Loader to delete them and selects Use Sulk APL When the job runs, every record shows an 'entity Is deleted' error In the error file that is created.
What is the reason for the error?

A. The batch size selected was greater than the 200 record limit.
B. Deleting with Data Loader can only be done In Batch API mode.
C. One of the IDs in the batch referenced arecord that was In the recycle bin.
D. This Is the standard error message when records are deleted using Bulk API.

Answer: C

NEW QUESTION 282
What would prevent a user from syncing a quote with an opportunity?

A. The quote has a validation rule preventing it from being updated.
B. Another quote isalready synced with the opportunity and is awaiting approval.
C. Another quote is already synced with the opportunity.
D. The quote has already passed its expiration date.

Answer: B

NEW QUESTION 284
The director of sales wants to make sure that every opportunity has eithera 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

NEW QUESTION 286
Ursa Major Solar wants to add a chat component to its corporate website, where its service agents can respond directly from Salesforce.
What are two considerations the administrator should understand before adding Chat to the Service Console? Choose 2 answers

A. Chat is unavailable in Lightning Experience if also using Omni-Channel.
B. Chat can only be added to Standardnavigation Lightning apps.
C. Chat must be routed with Omni-Channel in Lightning Experience.
D. Chat can only be added to Console navigation Lightning apps.

Answer: BD

NEW QUESTION 289
Users at AW Computing are receiving a duplicate message when they enter contactswith common first and last names. Management wants to improve the user experience but also keep the data Integrity of contacts.
What should an administrator implement for this issue?

A. Update the matching method on the rule from fuzzy to exact for FirstName and Last Name.
B. Change the duplicate rule to report Instead of alert so the message is avoided.
C. Include the Email field to the existing matching rule for a more exact match.
D. Add a secondary matching rule to the duplicate rule to match on the associated customer.

Answer: A

NEW QUESTION 293
An administrator created a new custom object. When trying to upload new records to the custom object using. Date Loader, they are unable to see the new custom object in the list of available objects.
What should the administrator do to resolve the issue?

A. Assign a permission set to give them access to the new object.
B. Check the Field-Level Security of the new custom object's Name field.
C. Ensure Allow Sharing is checked on the custom object.
D. Confirm the object us marked as deployed and not indevelopmen

Answer: D

NEW QUESTION 295
AW Computing has implemented the Contacts to Multiple Accounts functionality. Users should be able to distinguish between contacts and related contacts. What should the administrator do to configure the account page layout?

A. Display both thecontacts and the related contacts related lists.
B. Display the related accounts related list on the page layout.
C. Display the related contacts related list and add the direct field.
D. Display the contacts related list and add the related fiel

Answer: B

NEW QUESTION 297
A user is getting an error when attempting to merge two accounts. The administrator checks the profile to see the user has Read/Write permission on Accounts and is the owner of both records. What is preventing the user from completing the merge?

A. A.Only administrators have permission to merge records.
B. The user is assigned to the wrong territory.
C. The Account matching rules are not set.
D. The Delete permission is missing on the user for Account

Answer: D

NEW QUESTION 301
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