Salesforce

Exam Questions Salesforce-Advanced-Administrator

Salesforce Certified Advanced Administrator

NEW QUESTION 1
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 2
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 3
DreamHouse Realty has a rental team and a real estate team. The two teams have differentsafes processes and capture different client information on their opportunities.
How should an administrator extend the Opportunity object to meet the teams' different needs?

A. Leverage Opportunities for the Real Estate Team and create a new custom object for the Rental Team Opportunities.
B. Use separate record types, page layouts, and sales processes for the Rental and Real Estate Teams.
C. Create Opportunity Teams for the Rental and Real Estate Teams and make appropriate fields visible to only the necessary team.
D. Add a section for Rental and a section for Real Estate on the Opportunity Master Record Type to keep the information separate.

Answer: B

NEW QUESTION 4
The Cloud Kicks online LeadIntake form was recently updated to allow for new choices on some older picklist fields. The leads are all being created properly in Salesforce, but reps are getting errors as they try to work the leads.
What tool should the administrator use to evaluate what is causing the errors?

A. Login History
B. Debug Log
C. Setup Audit Log
D. Record History

Answer: B

NEW QUESTION 5
An administrator is given a .csv file of 5,000 leads with External Id and Status fields. They need to match existing and add new records with Data Loader.
What action should be taken to populate the Status field on the records and add new records?

A. Export
B. Update
C. Insert
D. Upsert

Answer: D

NEW QUESTION 6
The administrator at Cloud Kicks (CK) is troubleshooting why users are missing expected email alerts from an automated process. The investigation shows that CK is hitting its daily limit.
What should the administrator review to resolve the issue?

A. Email Logs
B. HTML Email Status Report
C. Notification Delivery Settings
D. Outbound Messages

Answer: A

NEW QUESTION 7
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 8
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 9
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 10
The administrator at Cloud Kicks istroubleshooting 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 10
AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a Contact but Is unable to do so. Theadministrator has already updated the page layout to no longer require an Account.
What could be the issue?

A. A primary Account relationship Is required on a Contact regardless of the page layout settings.
B. The Contact has Indirect relationships to other Accounts.
C. The Account Contact relationship record needs to be deleted first In order to disassociate Contact from the Account.
D. Private Contacts need to be enabled in Setup.

Answer: A

NEW QUESTION 13
An administrator created two record types on the Account object: Internal Customers and External Customers. A custom profile called Sales has the External Customers record type assigned. The sharing rules for Accountsarm set to Public Read Only. On occasion. Sales users notice that an Account record has the wrong record type assigned. The administrator has created a screen flow that will change the record type on the user's behalf.
What will happen to the Sales user'srecord access after running this flow?

A. Read access will be lost to the record.
B. Edit access will be lost to the record.
C. Record Access remains the same.
D. A new record owner will be assigned.

Answer: B

NEW QUESTION 18
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 19

The accounting team at Universal Containers is looking to roll out two new custom objects: a parent Invoice object and a child Payment object. Whenever a Payment record is created, the Invoice object should be updated to reflectthe current outstanding value of the Invoice.
What should the administrator do to build this functionality?

A. Create a lookup-relationship on the Payment with a Roll-up Summary field on the Invoice.
B. Create a lookup-relationship on the Payment and a workflow cross object field update.
C. Create a master-detail relationship on the Payment and a workflow cross object field update.
D. Create a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice.

Answer: C

NEW QUESTION 22
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 27
Ursa Major Solar offers customers annual service contracts. Account owners should receive an email renewal reminder l month before their customer's planned expiration date. The administrator builds a flow to automate the process, which runs when a record is created, and tests several possible scenarios.
What win occur if the expiration date is changed from January 1 of the next year to yesterday?

A. The flow is unable to run and a flow error message Is sent to the user who Initiates the flow.
B. The Interview resumes 1 month before the original expiration date and will send the email at that rime.
C. The Interview is rescheduled based on the expiration date and sends the email on the last day of the current month.
D. The resume event is recalculated and the email goes out to the account owner immediately.

Answer: A

NEW QUESTION 30
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 31
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 32
At Ursa Major Solar, there is a custom object called Galaxy. The sales director wants users to only see certain field market.
What Lightning will satisfy this requirement?

A. Record Detail Component
B. Fields component
C. Highlights Panel Component
D. Path Component

Answer: B

NEW QUESTION 35
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 37
Sales reps at AW Computing hove been reporting that contact phone numbers sometimes revert book to on old value after being updated.
What should the administrator do to resolve this issue?

A. Schedule Apex jobs.
B. Deleteall workflow rules.
C. Add an invocable process.
D. Consolidate automation tools.

Answer: D

NEW QUESTION 42
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 45
Cloud Kicks needs to create 10 separate environments for various projects. A developer sandbox has been created with the necessary configuration and data. The administrator needs to create 10 now environments with thesame metadata and data for each user.
What should the administrator do to meet the requirements?

A. Use refresh sandbox without Auto Activate.
B. Use the existing sandbox as a sandbox template.
C. Use clone a sandbox option from the existing sandbox.
D. Use a scratch org definition to copy sandbox.

Answer: B

NEW QUESTION 47
Cloud Kicks maintains Inventory in a legacy application. Management wants the information to also be available to view and report on in Saiesforce.
Which action should the administrator take to achieve this goal?

A. Create an external object that maps to the inventory application.
B. Import the data into a custom object when needed; delete after it is used.
C. Build a Lightning component and use SFDX to connect to the inventory app.
D. Upload an Excel spreadsheet with the data into the Files tab.

Answer: D

NEW QUESTION 50
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 54
Cloud Kicks users report receiving an "Apex CPU time limitexceeded" error message when attempting to close certain opportunity records. This does not occur on every opportunity record change or for every user.
What is the recommended method for the administrator to identify the cause?

A. Monitor with Login Forensics.
B. Enable Debug Logging for users.
C. Review the Setup Audit Trail.
D. Set up Apex Exception Email alerts

Answer: B

NEW QUESTION 56
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 58
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 60
An administrator at Universal Containers has been asked by the compliance team to understand end track various sensitivity levels for its data In Salesforce. The administrator has enabled Data Classification end configured appropriate sensitivity levels. The compliance team would Ike a report showing field level sensitivity and classification.
What should the administrator recommend?

A. Run the standard Data Classification report.
B. Create a custom Entity Definition and Held Definitions report type.
C. Use the Data Classification Metadata list view.
D. Configure a custom Data Classification and Metadata report type.

Answer: D

NEW QUESTION 65
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 66
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 70
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 74
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 75
As part of their yearly audit, the compliance team at Cloud Kicks would like to track when auser's profile has been changed and who changed the data.
What should the administrator review to meet this requirement?

A. Field History Tracking
B. Setup Audit Trail
C. Historical Trending
D. Analytic Snapshot

Answer: B

NEW QUESTION 79
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 83
Cloud Kicks tracks project details in acustom Project object. Project Milestones are tracked in a second custom object, with a reference to the parent Project record. Users need to automatically create a standard set of related Project Milestones when a Project record is created.
What is the recommended automation solution?

A. Field Service flow
B. Scheduled flow
C. Before-save autolaunched flow
D. After-save autolaunched flow

Answer: D

NEW QUESTION 84
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 89
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 90
The distributors at CloudKicks are eligible for support based on a specific service contract-How should the administrator show this in Salesforce?

A. Use entitlement management.
B. Add a service contract to the record.
C. Turn on Service Cloud.
D. Build a new custom object.

Answer: A

NEW QUESTION 93
The sales manager at Cloud Kicks wants a way to report on information from a form their clients fill out
during the sales cycle. Once a form has been submitted, the client is unable to access it. This form may need to be filled out more than once during the sales cycle. There are more than 30 fields on this form, and thesales team needs to be able to see what changed from one submission to the next.
Which two options should an administrator use to solve this scenario? Choose 2 answers

A. Add forms as attachments.
B. Make custom fields.
C. Create a custom object.
D. Turnon Field Tracking.

Answer: AC

NEW QUESTION 97
The VP of sales at AW Computing utilizes a Lead report grouped by Country and Lead Source toshow where the leads are coming from. The number of leads vanes greatly for each Country.
What should the administrator configure on the report to show the Lead Source effectiveness for each country?

A. The 'Show Unique Count*
B. PARENTGROUPVAL Function
C. Bucket fitters
D. PREVGROUPVAL function

Answer: C

NEW QUESTION 102
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 104
DreamHouse Realty currently deals only with single-family homes but is expanding its business it include condos in large cities. There are some features and amenities that inly apply to condos, such as the amount of a deposit and concierge services.
How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?
How should an administrator configure the Opportunity object to ensure that only relevantfields are displayed on the record?

A. Build a Lightning component to display fields that only apply to condos.
B. Create a Record Type for the type of property and custom page layouts for each.
C. Configure a validation rule to display fields based on thetype of property the user is viewing.
D. Make is custom Lightning page to display specific fields based on the type of property.

Answer: B

NEW QUESTION 109
Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.
Which two options will CK need to use to manage its customers' accounts? Choose 2 answers

A. Contacts to Multiple Accounts
B. Leads
C. Person Accounts
D. Campaign Members

Answer: AC

NEW QUESTION 114
Cloud Kicks uses a dashboard with multiple components based on Account, Case, and Opportunity reports. The system administrator adds a dashboard filter on Account Owner. When filtering the dashboard by Account Owner, records are now missing from several Opportunity components.
What is the recommended way for the system administrator to resolve this issue?

A. Add a cross-filter to the Opportunity source reports.
B. Use a custom report type for Accounts with or without Opportunities.
C. On the Opportunity components, change the equivalent field.
D. Create a joined Accounts and Opportunities report for the components.

Answer: A

NEW QUESTION 119
The sale VP notices several sales repsgenerating a contract too early in the sales stage. The help correct this Behavior, the has requested the Create Contract button only be available when the opportunity reach… negotiation stage.
How should the administrator meet this requirement?

A. Createa validation rule.
B. Configure dynamic action.
C. Create a custom permission.
D. Modify page layout.

Answer: B

NEW QUESTION 120
A user at Cloud Kicks has informed the administrator that they are unable to log in to Salesforce via multi-factorauthentication.
Which two area should the administrator review to understand potential root causes? Choose 2 answers

A. Identity Verification History
B. Login History
C. Debug Logs
D. Setup Audit Trail

Answer: AB

NEW QUESTION 124
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 127
Support staff at CloudKicks work on multiple accounts and opportunities at the same time, Currently, they are switching between browser tabs, which is tedious and confusing. Support managers put in a request for a better agent experience.
What should an administrator recommend?

A. Create a screen flow to pull all related opportunities onto one page.
B. Enable Subtab Record Browsing in the Setup menu.
C. Configure Split Lit Views.
D. Implement Service Console.

Answer: D

NEW QUESTION 132
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 136
Cloud Kicks has created a new flow that deletes records.
What should the administrator consider when testing the flow?

A. Flows with delete elements cannot be debugged by the Flow debugged tool.
B. Even if the flow is inactive, debugging the flow will delete the test record.
C. Record deleted by Flow when debugging are hard deleted.
D. Flow with delete elements need to neinactivate to ensure that the test record is not actually deleted.

Answer: B

NEW QUESTION 140
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 143
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 144
Ursa Major Solar's administrator has configuredmultiple record-triggered flows to run before or after the record is saved on the Account object.
What should the administrator consider when a record-triggered flow executes first?

A. Assign the highest priority to the record-triggered flow which should execute first.
B. The flow with the longest execution time will execute first.
C. The flow with the shortest execution time will execute first.
D. The order in which those flows are executed is not guaranteed.

Answer: A

NEW QUESTION 149
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 153
Which three fields should be used as filtercriteria? Choose 3 answers

A. A phone field that provides the full phone number of the seller.
B. A multi-select picklist field that designates features of the listing.
C. A number field that designates the square footage of the listing.
D. A formula fieldthat calculates a price for the listing.
E. A picklist field that designates the county of the listing.

Answer: ACD

NEW QUESTION 155
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 156
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 158
An administrator needs to create a junction object called Account Region to link the standard Account object with a custom objectcalled Region.
Once the junction object is created, what are the next two steps the administrator should take? Choose 2 answers

A. Make a master-detail relationship field on the junction object to the Region object.
B. Build a master-detail relationshipfield on the Region object to the junction object.
C. Create a master-detail relationship field on the Account object to the junction object.
D. Configure a master-detail relationship field on the junction object to the Account object.

Answer: AD

NEW QUESTION 163

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 164
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 168
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 170
An administrator at Cloud Kicks has been asked to reduce the file size of full data exports in order to have quicker exports.
Which threerecommendations should the administrator make? Choose 3 answers

A. Reduce the amount of objects per export.
B. Request a backup file every 5 days.
C. Deselect 'Include images, documents, and attachments' in the export.
D. Unselect the recycle bin in the object export option.
E. Keep deleted record counts to a minimum.

Answer: ACE

NEW QUESTION 171
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 hasbeen 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 172
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 177
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 180
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: D

NEW QUESTION 185
An administrator at Universal Containers has been asked to configure product schedules. What should the administrator consider before enabling this feature?

A. The Product Schedule is unavailable in Process Builder and Flow.
B. Line Item Schedule is unavailable In Process Builder and Workflow.
C. Customizable product schedule page layouts cannot be modified.
D. To remove o product schedule completely, remove It from the standard price book.

Answer: B

NEW QUESTION 187
When should an administrator consider when using Person Accounts'

A. In a complex business model and the users find iteasiest to record Opportunity information on Contacts rather than Accounts.
B. In a B2B business model and is selling to the primary contact at a business organization.
C. In a B2C business model and the consumer is the intended recipient of sates and marketing attention.
D. In a business model that needs a separate Contact and Account to be included on all Case records submitted.

Answer: C

NEW QUESTION 192
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 195
Ursa Major Solar (UMS) receives hundred of cases every week from both consumers and retail partners. UMS wants to ensure it's meeting all service-level agreements to maintain high levels of customer satisfaction.
What should theadministrator do to help meet this goal?

A. Set up and configure Entitlement Process to design timelines and track issue resolution.
B. Configure the Milestones object on Service Contracts to sequential milestones for common case issues.
C. Design a Net Promoter Score survey using Surveys that is automatically sent when a case is closed.
D. Expose the Service Contracts object in the Service Console for an agent to view when working a case.

Answer: A

NEW QUESTION 197
The administrator at Cloud Kicks created a flow in a sandbox that walks service agents through the Return Merchandise Authorization creation process. The administrator deployed the flow to production with a Change Set. Users are unable to use the flow in production.
Which step should the administrator take? Activate the flow administrator take?

A. Activate the flow manually after deployment.
B. Include the active and prior inactive flow version in the Change Set.
C. Ensure there is an active flow version in the sandbox.
D. Deployment the flow, with the Metadata API instead of Change Sets

Answer: A

NEW QUESTION 198
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 shouldbe 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 custom summary formula with PARENTGROUPVAL function
D. A custom summary formula with the PREVGROUPVALfunction.

Answer: D

NEW QUESTION 203
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 208
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 212
Cloud Kicks (CK) completed a project in a sandbox environment and wants to migrate the changes to production. CK split the deployment into two distinctchange sets. Change set 1 has new custom objects and fields. Change set 2 has updated profiles and automation.
What should the administrator consider before deploying the change sets?

A. The Field-Level Security will not be deployed with the profiles in change set 2.
B. Change set 2 needs to be deployed first.
C. Automations need to be deployed in the same change set in order to be activated.
D. Both change sets must be deployed simultaneously.

Answer: A

NEW QUESTION 214
An administrator has found a free app on the AppExchanged andwould 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 require external, 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 215
At Ursa Major Solar, several different planetary teams handle leads depending on which planet the lead is coming from. While most of the teamsonly need a few fields filled out to work the lead, the Jupiter team requires additional information to be filled out, such as which moon the lead is coming from. The administrator needs to automate which team is allocated the lead record based on the planet and ensure that every team has all of the information they need.
Which two features will satisfy these requirements? Choose 2 answers

A. Assignment Rules
B. Validation Rules
C. Matching Rules
D. Workflow Rules

Answer: AC

NEW QUESTION 217
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Answer: CDE

NEW QUESTION 220
A sales user is assigned to a permission set group that gives them Modify All access to
Accounts. An administrator assigns the same user to a muting permission set that mutes Deletes access on Account.
What level of access will the sales user have on the Account object?

A. Read-only
B. Modify All
C. Read, Create, and Edit
D. No Access

Answer: C

NEW QUESTION 225
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 227
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 228
The security department at AW Computing wants to prevent users from exporting more data than they need. Included in this request is limiting records containing sensitive information, such as bank accounts and Personal Identifiable Information (PII).
Which feature should an administrator recommend to help limit what data is exported?

A. Salesforce Platform Encryption
B. Export Data Settings
C. Salesforce Shield
D. Muted Permission Sets

Answer: C

NEW QUESTION 230
Cloud Kicks has been tracking how many participants wear the company's shoes in each marathon. The administrator creates two custom objects: Races and Runners. There is a master-detail relationship between them as well as a Roll-up Summary field on the Races object to show the count of runners in each race.
Requirements have changed, and the administrator wants to delete the Master-detail Relationship field without deleting the Runners records.
What action should an administrator take before the Relationship field can be deleted?

A. Change the field type to a Lookup Relationship.
B. Select the Allow Reparenting' checkbox on the Master-detail field.
C. Uncheck 'Delete this record also' to turn off cascading deletes.
D. Delete the Roll-up Summary field onthe parent.

Answer: B

NEW QUESTION 235
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 237
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 241
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 246
Dream house Realty has created a custom object to track its Open Houses with a master-detail relationship up to a custom object for Properties. Agents need to quickly calculate the number of Open House records in a status or Pending so they can see the value from the Property record.
What feature should the administrator implement?

A. Lightning Component
B. Formula Fields
C. Roll-Up Summary
D. visualforce Page

Answer: C

NEW QUESTION 248
An administrator created two record types on the Account object: Internal Customers and External Customers. A custom profile called Sales has the External Customers record type assigned. The sharing rules for Accounts arm set to Public Read Only. On occasion. Sales users notice that an Account record has the wrong record type assigned. The administrator has created a screen flow that will change the record type on the user's behalf.
What will happen to the Sales user's record access after running this flow?

A. Read access will be lost to the record.
B. Edit access will be lost to the record.
C. Record Access remains the same.
D. A new record owner will be assigned.

Answer: B

NEW QUESTION 250
Cloud kicks has received feedback that customers are frustrated with the amount of time it takes to reach a support agent by area of expertise according to product information after a new case has been submitted.
Which feature should administrator configure in order to improve the case management process?

A. Omni-Channel
B. Escalation Rules
C. Macros
D. Knowledge Component

Answer: A

NEW QUESTION 254
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 256
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 258
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 assignmentrules.
C. Assignment rules no longer reference the correct fields.
D. Multiple automation tools have been used and the automation is executed in a different orde

Answer: B

NEW QUESTION 262
Sales management wants a small subset of users with different profiles and rolesto be able to view all data for compliance purposes. How can an administrator meet this requirement?

A. Assign delegated administrator to the subset of users to View All Data.
B. Create a new profile and role for the subset of users with the View All Datapermission.
C. Enable the View All Data permission for the roles of the subset of users.
D. Create a permission set with the View All Data permission for the subset of user

Answer: D

NEW QUESTION 263
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