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NEW QUESTION: 1

Universal Containers wants to provide reseller partners with discounted prices on the products they purchase.

How should an administrator configure this requirement?

- A. Build separate reseller partner products.
- B. Add a Partner_Discount_c field to the Opportunity
- C. Create a separate PriceBook for reseller partners.
- D. Use a different Opportunity record type.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 2

Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.

How should the administrator deliver this requirement?

- A. A screen flow on the account page that lets the reps choose the updated account shipping address in all open associated orders
- B. A screen flow on the order page that lets the reps choose the updated account shipping address in all open associated orders
- C. An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.
- D. An autolaunched flow on the account page that updates all open orders shipping addresses whenever the account shipping addresses changes.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 3

Which two actions should an administrator perform with Case escalation rules?

Choose 2 answers

- A. Change the Case Priority.
- B. Send email notifications.
- C. Re-assign the Case.
- D. Re-open the Case.

Answer: (SHOW ANSWER)

NEW QUESTION: 4

The Human resources department at Northern Trail outfitters wants employees to provide feedback about the manager using a custom object in Salesforce. It is important that managers are unable to see the feedback records from their staff.

How should an administrator configure the custom object to meet this requirement?

- A. Configure an owner-based sharing rules.
- B. Uncheck grant access using Hierarchies.
- C. Set the default external access to private.
- D. Define a criteria-based sharing rules.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 5

Universal Containers (UC) has a queue that is used for managing tasks that need to be worked by the UC customer support team. The same team will now be working some of UC's Cases.

Which two options should the administrator use to help the support team?

Choose 2 answers

- A. Create a new queue and add Cases as an available object.
- B. Add Cass to the existing queue as available object.
- C. Configure a flow to assign the cases to the queue.
- D. Use assignment rules to set the queue as the owner of the case.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 6

Cloud Kicks want to have consistency when communication with customers on cases. The company has requested messages to be sent in an email channel with categories to help search for the proper message.

which Solution Should be administrator suggest to meet this requirement?

- A. Prebuilt Email Templates.
- B. Prebuilt Auto-Responses.
- C. Prebuilt Flow Templates.
- D. Prebuilt Quick Texts

Answer: B (LEAVE A REPLY)

NEW QUESTION: 7

The support manager at Cloud Kicks wants to respond to customers as quickly as possible. They have requested that the response include the top five troubleshooting tips that could help solve the customer's issue.

What should the administrator suggest to meet these requirements?

- A. Knowledge Articles
- B. Auto-Response Rules
- C. Assignment Rules
- D. Email Alerts

Answer: B (LEAVE A REPLY)

NEW QUESTION: 8

An administrator at Dreamhouse Realty needs to create customized pages for the Salesforce mobile app.

Which two types of pages could an administrator build and customize using the Lightning App Builder?

Choose 2 answers

- A. App page
- B. User Page
- C. Record Page
- D. Dashboard page

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 9

The administrator at Cloud Kicks writes an assignment rule to send all cases created via email or the web to the Automated Cases Queue. Any manually created cases should be owned by the agent creating them, however, the manually created cases now show the administrator as the owner.

What will the administrator find when troubleshooting this issue?

- A. The Assignment Rule checkbox is selected by default.
- B. An escalation rule is changing the case owner on case creation.
- C. The Owner field is missing on the webform and email template.
- D. Another assignment rule is giving ownership to the administrator.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 10

Cloud Kicks needs to change the owner of a case when it has been open for more than 7 days.

How should the administrator complete this requirement?

- A. Escalation Rule
- B. Assignment Rule

C. Auto - Response Rules

D. Validation Rule

Answer: (SHOW ANSWER)

NEW QUESTION: 11

Brokers at DreamHouse Realty need to see certain information about one or more cases when referencing the contact record. This record case Name, Case ID, Customer Name, Case Reason, Case Status, and Case Creation Date.

Which two changes in Setup should the administrator make?

A. Use the page layout editor to change the related list type to Enhanced List.

B. Edit the Related List component in the Lightning App Builder and choose Related List as the related list type.

C. Use the page layout editor to include the appropriate column in the Cases related list.

D. Edit the Related List component in the Lightning App Builder and choose Enhanced List as the related list type.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 12

DreamHouse Realty requires that house showings be scheduled within the current year to prevent too many future showings from stacking up.

How can they make sure Showing Date is only populated with a date this year?

A. Sync the users' Showing Calendar to Salesforce and filter it to only look at this year.

B. Add Help Text so the user knows to only add a Showing Date within the current year.

C. Create a report that shows any Showing Dates not scheduled in the current year to the updated.

D. Create a validation rule that ensures Showing Date contains a date within the current year.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 13

The standard Lead Rating field has picklist values of Hot, Warm, and Cold. A list of new leads was importance without errors even though several records had the value of Unrated in the Rating field.

How were these records added without error?

A. The Add to All Record Types checkbox was selected.

B. Field-level security was set to Visible for all profiles.

C. The Restricted picklist checkbox was unchecked.

D. A global picklist value set was used to populate the picklist.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 14

An administrator Creates a custom text area field on the Account object and adds it to the service team's page layout. The services team manager loves the addition of this field and wants it to appear in the highlights panel so that the services reps can quickly find it when on the Account Page How should the administrator accomplish this?

- A. Create a new page layout and a new section titled highlights panel.
- B. From the page layout editor, drag the field to the highlights panel.
- C. In the Account object manager, create a custom compact layout.
- D. Make the field required and move it to the top of the page.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 15

At Universal Containers, there is a custom field on the Lead named Product Category. Management wants this information to be part of the Opportunity upon lead conversion. What action should the administrator take to satisfy the request?

- A. Map the lead custom field to the product's product category field.
- B. Create a workflow to update Opportunity fields based on the lead.
- C. Create a custom field on the Opportunity and map the two fields.
- D. Configure the product categories picklist field on the product.

Answer: (SHOW ANSWER)

The correct answer is C. Create a custom field on the Opportunity and map the two fields. Explanation: When a lead is converted into an opportunity, only certain fields are automatically mapped over. Custom fields on the lead are not automatically mapped over to the opportunity. Therefore, to ensure that the Product Category information from the lead is included in the opportunity, the administrator needs to create a custom field on the opportunity and map it to the Product Category field on the lead. This will ensure that the data is carried over and available on the opportunity record.

Option A is incorrect because mapping the lead custom field to the product's product category field will not carry over the information to the opportunity.

Option B is incorrect because creating a workflow to update opportunity fields based on the lead will not carry over the custom field information from the lead to the opportunity.

Option D is incorrect because configuring the product categories picklist field on the product is not necessary for this scenario.

NEW QUESTION: 16

What are two considerations an administrator should keep in mind when working with Salesforce objects?

Choose 2 answers

- A. Custom and standard objects have standard fields.
- B. A new standard object can be created.
- C. Only standard objects support master-detail relationships.
- D. Standard objects are included with Salesforce.

Answer: A,D ([LEAVE A REPLY](#))

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NEW QUESTION: 17

Which three aspects of standard fields should an administrator customize?

Choose 3 answers

- A. Picklist Values
- B. Decimal Places
- C. Help Text
- D. Field history tracking
- E. Field name

Answer: A,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 18

An administrator supporting a global team of salesforce users has been asked to configure company settings.

Choose 2 options

- A. Default Language
- B. Login Hours
- C. Password Policy
- D. Currency Locale

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

The Marketing team at Cloud Kicks uses campaigns to generate product interest. They want custom picklist values for the campaign member Status field for each campaign they run, currently, they ask the administrator to add or delete values, but this is very time consuming.

Which two user permission should allow the Marketing team to customize the campaign member status picklist values themselves?

Choose 2 answers

- A. Marketing user feature license
- B. Create and Edit for Campaign Member

- C. Customize Application permission
- D. Edit permission for campaigns

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 20

Cloud Kicks (CK) stores information about specific customers in Contacts and information about shoes and accessories in a custom Merchandise object.

What should the CK administrator use to represent that Contact can be interested in multiple pieces of Merchandies?

- A. Junction object
- B. Formula field
- C. Lookup filter
- D. Hierarchy column

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 21

Northern Trail Outfitters has a custom quick action on Account that creates a new Case. How should an administrator make the quick action available on the Salesforce mobile app?

- A. Add the Salesforce Mobile and Lightning Experience action to the page layout.
- B. Modify compact Case page layout to include the action.
- C. Include the action in the Salesforce Mobile Navigation menu.
- D. Create a custom Lightning App with the action.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 22

An administrator at Universal Containers has been asked to prevent users from accessing Salesforce from outside of their network.

What are two considerations for this configuration?

Choose 2 answers

- A. Single sign-on will allow users to log in from anywhere.
- B. IP address restrictions are set on the profile or globally for the org.
- C. Users can change their password to avoid login IP restrictions.
- D. Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 23

Users have noticed that when they click on a report in a dashboard to view the report details, the values in the report are different from the values displayed on the dashboard.

What are the two reasons this is likely to occur?

Choose 2 answers

- A. The dashboard needs to be refreshed.
- B. The current user does not have access to the report folder.
- C. The running dashboard user and viewer have different permissions.
- D. The report needs to be refreshed.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

Northern Trail Outfitters uses a custom object Invoice to collect customer payment information from an external billing system. The Billing System field needs to be filled on every Invoice record.

How should an administrator ensure this requirement?

- A. Make the field universally required.
- B. Create a Process Builder to set the field.
- C. Define an approval process for the child.
- D. Require the field on the record type.

Answer: ([SHOW ANSWER](#))

To ensure that the Billing System field is filled on every Invoice record, the administrator should make the field universally required. This means that the field will be required on every page layout and record type, regardless of any other settings or conditions.

Creating a Process Builder to set the field or defining an approval process for the child would not necessarily ensure that the field is always filled, as these processes may not run for every record.

Requiring the field on the record type would only apply to records of that specific type, and if the administrator later added a new record type or changed the default record type, the requirement may not be enforced.

Therefore, making the field universally required is the best way to ensure that the requirement is consistently enforced across all Invoice records.

NEW QUESTION: 25

Cloud Kicks intends to protect with backups by using the data by using the Data Export Service.

Which two considerations should the administrator remember when scheduling the export?

Choose 2 answers.

- A. Data Backups are limited to weekly or monthly intervals.
- B. Metadata backups must be run via a separate process.
- C. Data Export Service should be run from a sandbox.
- D. Metadata Backups are limited to sandbox refresh intervals.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 26

Ursa Major classifies its accounts as Silver, Gold, or Platinum Level. When a new case is created for a Silver or Gold partner, it should go to the Regular Support Queue. When an account is Platinum Level, it should automatically go to the Priority Support Queue.

What should the administrator use to achieve this?

- A. Assignment Rules
- B. Workflow Rules
- C. Escalation Rules
- D. Case Rules

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 27

An administrator at Cloud Kicks has a flow in production that is supposed to create new records.

However, no new records are being created.

What could the issue be?

- A. The flow URL is deactivated.
- B. The flow trigger is missing.
- C. The flow is inactive.
- D. The flow is read only.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 28

Cloud Kicks is introducing a new shoe model and wants to advertise on TV, radio, print, and social under the banner of a called New Runners. In addition, total statistics for this marketing effort need to be aggregated and visible.

Which feature should the administrator use to implement this functionality?

- A. Master-detail relationship
- B. Junction object
- C. Lookup relationship
- D. Parent campaign field

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 29

administrator at Northern Trail Outfitters is unable to add a new user in Salesforce.

What could cause this issue?

- A. The email used for the username is not a corporate email address.
- B. The email address used for the username has a contact record.
- C. The username is already in use another organization.
- D. The username is restricted to a domain specific to my domain.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

An administrator at Cloud Kicks needs to export a file of closed won opportunities from the last 90 days. The file should include the Opportunity Name, ID, Close Date, and Amount. How should the administrator export this file?

- A. Data Export Wizard.
- B. Data Loader.
- C. Data Export Wizard.
- D. Data Import Wizard.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 31

An administrator at Northern Trail Outfitters is unable to add a new user in salesforce. What could cause this issue?

- A. The Username is not a corporate email address
- B. The Username is already in use.
- C. The Username is a fake email address.
- D. The username is less than 80 characters.

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 32

Cloud Kicks has a team of product owners that need a space to share feedback and ideas with just the product team.

How should the administrator leverage Salesforce to help the team collaborate?

- A. Configure a Chatter Public Group.
- B. Create a Chatter Private Group.
- C. Use Quick Actions to log communication.
- D. Add Activity History to document tasks.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 33

The administrator at Universal Container has created two objects: Containers_c Purchase_c, Management has requested that all container records display on purchase records in Salesforce.

Which type of relationship between Containers_c and Purchase_c should satisfy the requirement?

- A. Lookup field
- B. Roll-Up Summary field
- C. Formula field
- D. Master-detail field

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 34

What will happen to the Chatter post in this situation?

- A. The pending Chatter post will be canceled.
- B. The pending Chatter post will be sent on the 10th of the month
- C. The pending Chatter post will be will be paused.
- D. The pending Chatter post will be sent in 30 days.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 35

Cloud Kicks wants to track shoe designs by products. Shoe designs should be unable to be deleted, and there can be multiple designs for one product across various stages.

Which two steps should the administrator configure to meet this requirement?

Choose 2 answers

- A. Add a custom master-detail field for shoe designs on the Product object,
- B. Create a custom object for shoe designs.
- C. Use the standard object for designs.
- D. Configure a custom lookup field for shoe designs on the Product object.

Answer: ([SHOW ANSWER](#))

To meet the requirement of tracking shoe designs by products, a custom object for shoe designs should be created. This will allow for the designs to be associated with specific products, and for multiple designs to be created for one product across various stages. Additionally, a custom lookup field should be configured for shoe designs on the Product object. This will enable the association between product and design and ensure that shoe designs cannot be deleted, as they will be linked to the product records.

Option A is incorrect because a master-detail relationship would not allow multiple designs to be associated with one product.

Option C is incorrect because there is no standard object for designs, so this option is not applicable.

Therefore, options B and D are the correct answers.

NEW QUESTION: 36

When users log in to Salesforce via the user interface, which two settings does the system check for authentication?

Choose 2 answers

- A. The user's Two-Factor Authentication for API Logins permission
- B. The user's profile login hours restrictions
- C. The role IP address restrictions
- D. The user's Two-Factor Authentication for User Interface Logins permission

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 37

An administrator at Universal Containers has been asked to prevent users from accessing Salesforce from outside of their network.

What are two considerations for this configuration?

Choose 2 answers

- A. Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.
- B. Assign single sign-on to a permission set to allow users to log in when outside the network.
- C. Restrict U2F Security Keys on the user's profile to enforce login hours.
- D. IP address restrictions are set on the profile or globally for the org.

Answer: [A,D \(LEAVE A REPLY\)](#)

NEW QUESTION: 38

The administrator has been asked to automate a simple field update on the account. When a support agent changes the status of the account to 'Audited', they would like the system to automatically update the Audited date field on the account with today's date.

Which tool should the administrator use to complete this automation?

- A. Formula Field
- B. Approval process
- C. Flow Builder
- D. Validation Rule

Answer: [C \(LEAVE A REPLY\)](#)

NEW QUESTION: 39

Cloud Kicks has asked the administrator to test a new screen flow that create contacts.

What are two key components of testing the flow?

Choose 2 answers

- A. Test the flow in a sandbox.
- B. Use Debug to test the flow in Flow Builder.
- C. Set Up a flow interview to test the flow.
- D. Run the flow using it to create contacts.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

The marketing team wants a new picklist value added to the Campaign Member Status field for the upsell promotional campaign.

Which two solutions should the administrator use to modify the picklist field values?

Choose 2 answers

- A. Modify the picklist value on the Campaign Member Statuses related list
- B. Edit the picklist values for the Campaign Status in object Manager.
- C. Mass modify the Campaign Member Statuses related list.
- D. Add the Campaign Member Statuses related list to the Page Layout.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 41

A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest form online. The team currently does not have access to the lead object.

How should an administrator provide proper access?

- A. Assign a new role.
- B. Set Up Manual Sharing
- C. Create a new profile
- D. Configure permission sets.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

An administrator installed a managed package that contains a permission set group. The permission set group that was installed includes Delete access on several objects, and the administrator needs to prevent users in the permission set group from being able to delete records.

What should the administrator do to control Delete access?

- A. Create a new role that prevents Delete permissions from rolling up to the users.
- B. Create a new permission set that has Delete access deselected for the objects.
- C. Use a muting permission set with a permission set group to mute selected permissions.
- D. Edit the profile for the users to remove Delete access from the objects.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

A user at Cloud Kicks is having issues logging in to Salesforce. The user asks the administrator to reset their password.

Which two options should the administrator consider when resetting the user's password?

Choose 2 answers

- A. Single sign-on users can reset their own passwords using the forgot password link,
- B. Resetting a locked-out user's password automatically unlocks the user's account.
- C. Resetting the password will change the user's password policy.
- D. After resetting a password, the user may be required to activate their device to successfully log in to Salesforce.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 44

Dreamhouse realty wants to offer a form on its experience cloud site where inspectors will submit findings from a property inspection.

Which feature should an administrator place on the page to fulfill this requirement?

- A. Related List
- B. Record Detail
- C. Screen Flow
- D. Autolaunched Flow

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 45

Marketing users at Cloud Kicks should be able to view and edit converted leads. The administrator has assigned them permission set with the View and edit Converted Leads permission.

Which two ways can the marketing users now access converted leads for editing?

Choose 2 answers

- A. Find them in the global search result.
- B. Search the Recent Records component on the homepage.
- C. Utilize a list view where lead status equals Qualified.
- D. Use the Data Import Wizard,

Answer: B,C ([LEAVE A REPLY](#))

Marketing users with the View and edit Converted Leads permission set can access converted leads for editing in two ways:

Search the Recent Records component on the homepage: The Recent Records component displays a list of recently viewed records, including converted leads. Marketing users can click on the converted lead record they want to edit from the Recent Records component and edit it.

Utilize a list view where lead status equals Qualified: Marketing users can create a list view that displays converted leads where the status equals Qualified. They can then edit the converted leads from the list view.

NEW QUESTION: 46

Sales reps miss key fields when filling out an opportunity record through the process. Reps need to move forward Win unable to enter previous stage.

Which three options should the administrator use to address this need?

Choose Three answers

- A. Configure Opportunity Path.
- B. Use Validation Rules.
- C. Mark fields required on the page layout.
- D. Use Flow to mark fields required.
- E. Enable guided selling.

Answer: (SHOW ANSWER)

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NEW QUESTION: 47

The administrator at AW Consulting has created a custom picklist field. Business users have requested that it be a text field. The administrator attempts to change the field type but, is unable to because it is referenced by other functionalities.

Which functionality is preventing the field type from being changed?

- A. Javascript
- B. Record types
- C. Formula fields
- D. Visualforce

Answer: A (LEAVE A REPLY)

NEW QUESTION: 48

Aw computing wants to prevent user from updating the Account Annual Revenue field to be a negative value or an amount more than \$100 billion.

How should an administrator accomplish this request?

- A. Build a scheduled report displaying Account with Account revenue that is negative or greater than 100 billion.
- B. Enable the Account Revenue limits in setup, with 0 as minimum and 100 billion as maximum
- C. Create a validation rule that displays an error if Account revenue is below 0 or greater than 100 billion.
- D. Make the Account Revenue field required on the page layout.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 49

The administrator at Clod Kicks updated the custom object Event to include a lookup field to the primary contact for the event. When running an event report, They want to reference fields from the associated contact record.

What should the administrator do to pull contact fields into the Custom report?

- A. Configure formula fields on event to populate contact information
- B. Edit the custom Event report type and add fields related via lookup.
- C. Create a new report type with event as the primary object and Contact as a related object.
- D. Use a dashboard with filters to show Event and Contact data as requested.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 50

Cloud Kicks is working on a better way to track its product shipments utilizing Salesforce. Which field type should an administrator use to capture coordinates?

- A. Geofence
- B. Geolocation
- C. Custom address
- D. External lookup

Answer: B (LEAVE A REPLY)

NEW QUESTION: 51

Northern Trail Outfitters (NTO) has deployed my domain. The Chief Marketing Officer wants to make sure that all of the Salesforce users log in using the branded login URL. There needs to be a grace period for the user's bookmarks to be updated.

How should the administrator configure the policies in my domain settings?

- A. Set the Redirect policy to Do Not redirect.
- B. Set the login policy to prevent login from https://login.salesforce.com
- C. Set the login policy to require login from https://nto.my.salesforce.com
- D. Set the redirect policy to Redirect with a warning to the same page within the domain.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 52

The administrator for AW Computing is working with a user who is having trouble logging in to Salesforce.

What should the administrator do to identify why the user is unable to log in?

- A. Review the password policies.
- B. Review the password history.
- C. Review the login history.
- D. Review the security token.

Answer: (SHOW ANSWER)

NEW QUESTION: 53

A sales rep has left the company and an administrator has been asked to re-assign all their accounts and opportunities to a new sales rep and keep the teams as is.

Which tool should an administrator use to accomplish this?

- A. Data Import Wizard
- B. Mass Transfer Tool
- C. Data Loader
- D. Dataloader.io

Answer: B (LEAVE A REPLY)

NEW QUESTION: 54

The administrator at Cloud Kicks has created an approval process for time off requests.

Which two automated actions are available to be added as part of the approval process?

Choose 2 answers

- A. Email Alert
- B. Field Update
- C. Chatter Post
- D. Auto launched Flow

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 55

DreamHouse Realty regularly holds open houses for the selling of both houses and condominiums. For condominium open houses, there are a few extra steps that need to be taken. Agents need to be able to submit requests and receive approvals from the homeowners' association.

How can the administrator ensure these extra steps only appear when creating open house records for condominiums?

- A. Create one page layout. Use business processes to ensure the proper status picklist values display.
- B. Create two page layouts, one with a House Status field and the other with a Condominium Status field.
- C. Create one page layout. Use record types to ensure the proper status picklist values display.
- D. Create two page layouts. Use business processes and record types to display the appropriate picklist values.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 56

Northern Trail Outfitters wants to track ROI for contacts that are key stakeholders for opportunities.

The VP of Sales requested that this information be accessible on the opportunity and available for reporting.

Which two options should the administrator configure to meet these requirements?

Choose 2 answers

- A. Customize Campaign Role.
- B. Add the Opportunity Contact Role related list to the Opportunity page layout.
- C. Customize Opportunity Contact Role.
- D. Customize Campaign Member Role.
- E. Add the Campaign Member related list to the Opportunity page layout.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 57

The administrator has created new users for ten new employees at Northern Trail Outfitters.

Why are these users unable to access the account object in the Salesforce or?

- A. Users' profile requires a sharing rule for Accounts.
- B. Users' profile requires permission to the Account object.
- C. Organization-wide defaults are set to private.
- D. Users' roles are low on the role hierarchy.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 58

The administrator at Ursa Major Solar has created a custom report type and built a report for sales operation team. However, none of the user are able to access the report.

Which two options could cause this issue?

Choose 2 Answers

- A. The user's profile is missing view access.
- B. The org has reached its limit of custom report types.
- C. The custom report type is in development.
- D. The report is saved in a private folder

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

New leads need be routed to the correct Sales person based on the lead address.

- A. Configure validation rule
- B. Create a formula field
- C. Use lead assignment rule
- D. Assign with an escalation rule

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 60

Northern Trail Outfitters wants emails received from customers to generate cases automatically.

How should the administrator ensure that the emails are sent to the correct queue?

- A. Utilize a flow to identify the correct queue and assign the case.
- B. Use a custom email services to set the owner of the case upon creation.
- C. Configure Email-to-Case so emails are delivered to the correct queue
- D. Create an Escalation Rules to send cases to the correct queue.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 61

AW Computing would like to improve its Case Lightning record page by including:

* A filtered component to display a message in bold font when a case is saved as acriticalrecord type.

* A quick way to update the account status from the case layout.

Which two components should an administrator use to satisfy these requests?

Choose 2 Answers

- A. Related List
- B. Rich text
- C. Record details
- D. Related Record

Answer: A,B ([LEAVE A REPLY](#))

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NEW QUESTION: 62

The administrator for Cloud Kicks has created a screen flow to help service reps ask the same set of questions when customers call in with Issues. This screen should be visible from cases.

How should the screen flow be distributed?

- A. Home Page
- B. Lightning Page
- C. Page Layout

D. Component Filter

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 63

Universal Container's administrator has been asked to create a many-to-many relationship between two existing custom objects.

Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

- A. Create a junction with a custom object.
- B. Create URL fields on a custom object.
- C. Create two master-detail relationships on the new object.
- D. Create two lookup relationships on the new object.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 64

The IT manager at universal Containers is doing an audit of the systems security.

How should the administrator provide a summary of the org's security health?

- A. Download the last six months of user login data.
- B. Change the Organization-Wide Default to private to restrict visibility.
- C. Turn on Event Monitoring to track user events.
- D. Run a Health Check to identify vulnerabilities.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 65

The administrator for Cloud Kicks needs to give access to a new custom object with custom fields to more than one user.

Which two options should an administrator use to meet this requirement?

Choose 2 answers

- A. Add to manual sharing list
- B. Assign permission set group to Users
- C. Create a Permission Set
- D. Edit organization-wide defaults

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

The VP of Sales at Cloud Kicks is receiving an error message that prevents them from saving an Opportunity. The administrator attempted the same edit without receiving an error.

How can the administrator validate the error the user is receiving?

- A. Review the sharing model

- B. Log in as the user
- C. Edit the page layout.
- D. View the setup audit trail.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 67

The administrator at cloud kicks is trying to debug a screen flow that create contacts. One of the variables in the flow is missing on the debug screen.

What could cause this issue?

- A. The field type is unsupported by debugging.
- B. The available for input checkbox was unchecked.
- C. The available for output checkbox was unchecked.
- D. The flow is an inactive version

Answer: A (LEAVE A REPLY)

NEW QUESTION: 68

Universal Containers (UC) customers have provided feedback that their support cases are not being responded to quickly enough. UC wants to send all unassigned Cases that have been open for more than 2 hours to an urgent Case queue and alert the support manager. Which feature should an administrator configure to meet this requirement?

- A. Case Scheduled Reports
- B. Case Escalation Rules
- C. Case Assignment Rules
- D. Case Dashboard Refreshes

Answer: B (LEAVE A REPLY)

NEW QUESTION: 69

Universal Containers has three separate lines of business. Each line has specific fields that must be displayed to users. However, the fields needed by the sales team are different than the fields needed by the service team.

How should the administrator configure this requirement?

- A. Create two record types, each with 3 page layouts.
- B. Create three record types, each with 2 page layouts.
- C. Create one record type with six Page Layouts.
- D. Create six record types, each with 1 page layout.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 70

A sales rep has a list of 300 accounts with contacts that they want to load at one time. Which tool should the administrator utilize to import the records to salesforce?

- A. Data Loader

- B. Dataloader.io
- C. Manual Import
- D. Data Import Wizard

Answer: D (LEAVE A REPLY)

NEW QUESTION: 71

The administrator at DreamHouse Realty added an email quick action to the Case page layout and is unable to see the action on the case feed.

Which feature must be enabled to ensure the quick action will be displayed as expected?

- A. Email Templates
- B. Email Alerts
- C. Email-to-Case
- D. Email Notifications

Answer: C (LEAVE A REPLY)

NEW QUESTION: 72

An administrator has assigned a permission set group with the two-factor authentication for User Interface Logins permissions and the two-factor authentication for API Logins permission to a group of users.

Which two prompts will happen when one of the users attempts to log in to Data Loader?

Choose 2 answers

- A. Users need to enter a verification code from email or SMS, whichever has higher priority.
- B. Users need to download and install an authenticator app on their mobile device.
- C. Users need to get a security token from a trusted network using Reset My Security Token.
- D. Users need to connect an authenticator app to their Salesforce account.

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 73

Sales reps at Ursa Solar are having difficulty managing deals. The leadership team has asked the administrator to help sales reps prioritize and close more deals.

What should the administrator do to help sales reps prioritize and close more deals?

- A. Einstein Search Personalization
- B. Einstein Activity Capture
- C. Einstein Opportunity Scoring
- D. Einstein Lead Scoring

Answer: C (LEAVE A REPLY)

NEW QUESTION: 74

Users at Dreamhouse Reality are only allowed to see opportunities they own. Leadership wants an enterprise- wide dashboard of all open opportunities in the pipeline so that users can see how the company is performing at any point in time.

How should an administrator create the dashboard without changing any sharing setting?

- A. Create a dashboard with the running User set as someone who can see all Opportunities
- B. Add a filter to the dashboard to filter the opportunities by owner role.
- C. Build individual dashboards for profiles that need to see the enterprise results.
- D. Update the dashboard to folder settings to manager for the sales reps role.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 75

Universal Containers has enabled Data Protection and Privacy for its org.

Which page layouts will have the Individual field available for tracking data privacy information?

- A. Case and Opportunity
- B. Contact, Lead, and Person Account
- C. Individual, User, and Account
- D. Account and User

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 76

An administrator at Universal Container needs an automated way to delete records based on field values.

What automated solution should the administrator use?

- A. Automation Studio
- B. Flow Builder
- C. Process Builder
- D. Workflow

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 77

Support reps at Cloud Kicks (CK) are reporting that when they try to close a case, the Closed option in the Case Status picklist is missing. CK has asked the administrator to find a solution.

Why are the support reps unable to see the Closed option in the specified picklist?

- A. The Case record type is missing Closed as a picklist value.
- B. The Show Closed Statuses in Case Status Field checkbox is set to the default.
- C. The Close Case page layout must be used to close a case.
- D. The Support Process being used omits Closed as a status choice.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 78

Which two capabilities are considerations when marking a field as required in Object Manager?

Choose 2 answers

- A. The field is not required to save records via the API on that object.
- B. The field is universally required to save a record on that object.
- C. The field is added to every page layout on that object.
- D. The field is optional when saving records via web-to-lead and web-to-case

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 79

Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity.

Which tool should an administrator use to meet this requirement?

- A. Dynamic Forms
- B. Path Key Fields
- C. Workflow Rules
- D. Opportunity Processes

Answer: B (LEAVE A REPLY)

NEW QUESTION: 80

The administrator at Cloud Kicks has been told that users are unable to add repeating tasks in Salesforce.

Which two solutions the administrator use to ensure users are able to do this?

Choose 2 Answers

- A. Add create Recurring series of Tasks field on Page Layouts
- B. Disable shares Activities.
- C. Enable creation of Recurring Tasks in Activity Settings
- D. Turn on Task Notifications service.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 81

Cloud Kicks' executives have noticed the Opportunity Expected Revenue field displays incorrect values.

How should the administrator correct this?

- A. Change the probability associated with the stage.
- B. Adjust the forecast category associated with the stage.
- C. Modify the closed won value associated with the stage.
- D. Update the expected revenue associated with the stage.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 82

The CTO of AW Computing has defined a new policy for cases to improve customer satisfaction. All cases submitted with a Case Reason of Installation must be acknowledged immediately via email and assigned to the appropriate agents. Any cases that are still in the New status after 4 hours must be escalated to support management.

What case management tools need to be utilized for this requirement?

- A. Auto-response rules, Macros, Entitlements
- B. Auto-response rules, Queues, Escalation Rules
- C. Auto-response rules, Entitlements, Escalation Rules
- D. Auto-response rules, Queues, Macros

Answer: D (LEAVE A REPLY)

NEW QUESTION: 83

An administrator at Cloud Kicks is building a flow that needs to search for records that meet certain conditions and store values from those records in variable for use later in the flow.

What flow element should the administrator add?

- A. Create Records
- B. Get Records
- C. Update Records
- D. Assignment

Answer: B (LEAVE A REPLY)

NEW QUESTION: 84

Sales reps at Cloud Kicks want to be notified when they have a high likelihood of winning an opportunity over \$1,000,000.

Which feature meets this requirement?

- A. Key Deals
- B. Performance chart.
- C. Big Deal Alerts
- D. Activity Timeline.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 85

Dream house realty needs to use consistent picklist values in the category field on accounts and cases, with values respective to record types.

Choose 2 options

- A. Multi-select picklist
- B. Dependent picklist
- C. Custom picklist
- D. Global picklist

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 86

Ursa Major Solar is noticing a decrease in deals with a cross-sell opportunity type and wants to share all cross-sell opportunities with a team of subject matter experts in their organisation. The company has different roles, and the organisation wide default opportunity is set to private.

How should the administrator accomplish this?

- A. Enable territory management, assign the subject matter experts to the same territory, and give them access to the records with manual sharing.
- B. Change the organisation-wide default for opportunity from private to public Read/Write to open up access for subject matter experts.
- C. Add the subject matter experts to a public group and give them access to records with a criteria-based sharing rule.
- D. Create a new role for the subject matter experts and give them access to the records with the owner-based sharing rule

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 87

The administrator at cloud kicks is trying to debug a screen flow that create contacts. One of the variables in the flow is missing on the debug screen.

What could cause this issue?

- A. The flow is an inactive version
- B. The available for input checkbox was unchecked.
- C. The field type is unsupported by debugging.
- D. The available for output checkbox was unchecked.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 88

Ursa Major Solar wants its sales reps to be aware when they are speaking with high-profile customers.

Which two options should be added to the Lightning record pages to achieve this?

Choose 2 answers

- A. Action and Recommendations
- B. Highlight Panel
- C. Rich Text Area
- D. Custom Component
- E. Component Visibility Filter

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 89

Aw Computing needs to capture a loss reason in rich text field when an opportunity is Closed lost.

How should an administrator configure this requirement?

- A. Configure a workflow rule to display an error if Loss Reason is blank
- B. Create a validation rule to display an error if stage is Closed lost and Loss Reason is blank.
- C. Select the requirement checkbox next to the loss reason field on the page layout.
- D. Check the required checkbox on the Loss Reason field in Object Manger.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 90

Ursa Major Solar has service level agreements (SLA) that are routed to support queues. Cases that meet the 24 hour SLA need to be automatically re-assigned to the next tier queue.

Which feature should be used to fulfill this requirement?

- A. Case assignment rule
- B. Auto-response rule
- C. Case escalation rule
- D. Einstein Case Routing

Answer: C (LEAVE A REPLY)

NEW QUESTION: 91

An administration needs to store the ID of record type of later use in a flow.

Which kind of variable should the administrator use?

- A. Record variable
- B. Text variable
- C. ID variable
- D. Boolean variable

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 92

Clod Kicks has the organization wide defaults for Opportunity set to private. which two features should the administrator use to open up access to Opportunity records for sales users working on collaborative deals?

Choose 2 answers

- A. Sharing rules
- B. Sharing set
- C. Profiles
- D. Role hierarchy

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 93

AW Computing has six sales teams in a region. These teams always consists of the same account manager, engineer, and assistant.

What should the administrator configure to make it easier for teams to collaborate with the same customer?

- A. Create a queue for each team and assign account ownership to the queue.
- B. Enable and configure standard opportunity teams with splits.
- C. Propose the users manually share all their accounts with their teammates.
- D. Enable account teams and show the users how to set up a default account team.

Answer: (SHOW ANSWER)

NEW QUESTION: 94

What should an administrator use as an identifier when importing and updating records from a separate financial system?

- A. Record ID
- B. Auto-Number field?
- C. External ID
- D. Rich text field

Answer: (SHOW ANSWER)

NEW QUESTION: 95

Cloud Kicks want its reports to show a Fiscal Year that starts on February 1 and has 12 months.

How Should the Administrator Address this requirement?

- A. Set the Fiscal Year to Custom and the duration to 4 quarters.
- B. Set the Fiscal Year to Custom and the starting month as February.
- C. Set the Fiscal Year to Standard and the duration to 12 months.
- D. Set the Fiscal Year to Standard and the starting month as February.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 96

Cloud Kicks (CK) has new administrator who is asked to put together a memo detailing salesforce uses to budget for upcoming license purchases.

Where Should the administrator go to find out what type of licenses CK Has purchased and how many are available.

- A. User Management settings in setup.
- B. Search for licenses types in setup.
- C. Usage based entitlement related list in company information.
- D. User Licenses Related List in Company information.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 97

When a cloud kicks Opportunity closes, the company would like to automatically create a renewal opportunity.

Which two automation tools should an administrator use to accomplish this request?

Choose 2 answers

- A. Approval Process
- B. Flow Builder
- C. WorkFlow Rule
- D. Process Builder

Answer: C,D (LEAVE A REPLY)

The two automation tools that an administrator should use to automatically create a renewal opportunity when a cloud kicks Opportunity closes are:

Process Builder: Process Builder is an automation tool that enables administrators to create automated processes that can perform complex actions based on certain criteria. In this case, the administrator can create a process that triggers when an Opportunity is closed due to a cloud kick and automatically creates a renewal opportunity.

Workflow Rule: Workflow Rule is another automation tool that enables administrators to automate certain actions based on certain criteria. In this case, the administrator can create a workflow rule that triggers when an Opportunity is closed due to a cloud kick and automatically creates a renewal opportunity.

Therefore, the correct answers are C. Workflow Rule and D. Process Builder.

NEW QUESTION: 98

Support agent at Cloud Kicks are spending too much time finding resources to solve cases.

The agents need a more efficient way to find documentation and similar cases from the Case page layout.

How should an administrator meet this requirement?

- A. Use an interview flow to capture Case details.
- B. Configure Knowledge with articles and data categories.
- C. Create a custom object to capture popular case resolutions.
- D. Direct users to Global Search to look for similar cases.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 99

Sales Users at Cloud Kicks are requesting that the data in the industry field on the Account object displays on the Opportunity page layout.

Which type of the field should an administrator create to accomplish this?

- A. Custom Account Field
- B. Cross Object Formula Field
- C. Master detail relationship Field
- D. Standard Account Field.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 100

Ursa Major Solar wants to know which of its marketing efforts are helping the team win Opportunities.

What should an administrator configure to provide these insights?

- A. List Email Activities
- B. Campaign Hierarchy.
- C. Campaign Influence
- D. Map Custom Lead Fields

Answer: C (LEAVE A REPLY)

NEW QUESTION: 101

An administrator has been asked to change the data type of an auto number to text field. What should the administrator be aware of before changing the field?

- A. Existing field values will be deleted.
- B. Existing auto number field to Text is prevented.
- C. Existing field values will be Converted.
- D. Existing field values will remain unchanged.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 102

Which two objects are customizable the Stage Setup Flow?

Choose 2 answers

- A. Campaigns
- B. Leads
- C. Opportunities
- D. Campaign Members

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 103

The marketing director at Northern Trail Outfitters has requested that the Budget field is populated in order for the Lead Status field to be marked as qualified.

What tool should the administrator use to fulfill this request?

- A. Validation Rule
- B. Workflow Rule
- C. Require Field
- D. Lead Conversion

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 104

Universal Container wants to prevent its service team from accessing deal records. While service users are unable to access deal list views, they are able to find the deal records via a search.

What options should the administrator adjust to fully restrict access?

- A. Record setting and search index
- B. App permissions and search terms
- C. Permissions and tab visibility
- D. Page layouts and field- level security

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 105

Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity.

Which tool should an administrator use to meet the requirement?

- A. Path key fields
- B. Workflow rules
- C. Dynamic forms
- D. Opportunity processes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 106

Northern Trail Outfitters wants to initiate expense reports from Salesforce to the external HR system. This process needs to be reviewed by managers and directors.

Which two tools should an administrator configure?

Choose 2 answers

- A. Approval Process
- B. Quick Action
- C. Outbound Message
- D. Email Alert Action

Answer: A,C (LEAVE A REPLY)

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NEW QUESTION: 107

The Support team at Ursa Major Solar prefers using split list views on the case homepage. Occasionally, the team views shipments from another support application.

What should the administrator configure to allow the team to use the split list view?

- A. Include the Shipments tab on the app's navigation bar.
- B. Filter by a single shipment record type in the list view.
- C. Add the Manage List Views permission for support users.
- D. Split views are only available on standard objects.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 108

Northern Trail Outfitters is using one profile for all of its marketing users, providing read-only access to the Campaign object. A few marketing users now require comprehensive edit access on Campaigns.

How should an administrator fulfil this request?

- A. Field-level security
- B. Permission sets
- C. Organization-wide defaults
- D. Marketing user checkbox

Answer: D (LEAVE A REPLY)

NEW QUESTION: 109

The administrator at Aw Computing wants Account Details, related list and chatter feeds to each appear on separate tabs when reviewing an account.

Which type of page should the administrator create?

- A. Lightning page Tab.
- B. Lightning app page.
- C. Lightning record page.
- D. Lightning page Component.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 110

A user at Universal Containers left the company. The administrator needs to create new user for their replacement, but they have assigned all available users licenses.

What should the administrator do to free up users licenses for the new users?

- A. Deactivate the former employees user record.
- B. Freeze former employees user record.
- C. Delete former employees user record.
- D. Change the formers users record to the new user.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 111

Northern trail Outfitter wants to use contract hierarchy in its or to display contact association.

What should the administrator take into consideration regarding the contact hierarchy?

- A. Contacts displays in the contact hierarchy are limited to record-level access by User.
- B. Customizing hierarchy columns changes the recently viewed Contacts list view.
- C. Contact Hierarchy is limited to only 3,000 contacts at one time.
- D. Sharing setting are ignored by contacts displayed in the Contact Hierarchy.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 112

The administrator at Ursa Major Solar imported records into an object by mistake.

Which two tools should be used to undo this import?

Choose 2 answers

- A. Mass Delete Records
- B. Data Import Wizard
- C. Weekly Data Export
- D. Data Loader

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 113

Cloud Kicks need to be able to show different picklist values for sales and marketing users. Which two options will meet this requirement?

Choose 2 answers

- A. One record type, two profiles, one picklist
- B. Two permission sets, one record type, one picklist
- C. Two page layouts, one record type, two picklists
- D. One page layout, two record types, one picklist

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 114

Cloud Kicks wants users to only be able to choose Opportunity stage closed won if the Lead source has been selected.

How should the administrator accomplish this goal?

- A. Configure a validation rule requiring Lead source when the stage is set to closed won.
- B. Make Lead source a dependent picklist to the Opportunity stage field.
- C. Change the Opportunity stage field to read only on the page layout,
- D. Modify the Opportunity stage a dependent picklist to the Lead source field.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 115

An administrator wants to create a form in Salesforce for users to fill out when they lose a client.

Which automation tool supports creating a wizard to accomplish this goal?

- A. Flow Builder
- B. Process Builder
- C. Approval Process
- D. Outbound Message

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 116

Ursa Major Solar has a path on Case. The company wants to require its users to follow the status values as they are on the path. Agents should be prohibited from reverting the Case back to a previous status.

Which feature should an administrator use to fulfill this request?

- A. Dependent Picklists
- B. Validation Rules
- C. Global Value Picklists
- D. Predefined Field Values

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 117

The administrator at Ursa Major Solar need to make sure the unassigned cases from VP customers get transferred to the appropriate service representative within 5 hours. VIP Customers have access to support 24 hours a day.

How should this be configured?

- A. Assignment Rules.
- B. Case Queues
- C. Business Hours.
- D. Escalation Rules

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 118

The business development team at Cloud Kicks thinks the Account creation process has too many fields to fill out and the page feels cluttered. They have requested the administrator to simplify the process.

Which automation tool should an administrator use?

- A. Approval Process
- B. Flow Builder
- C. Validation Rule
- D. Workflow Rule

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 119

An Administrator supporting global team of salesforce users has been asked to configure the company settings Which two options should the administrator configure?

Choose 2 Answers

- A. Login Hours
- B. Currency Local
- C. Password Policy
- D. Default Language

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 120

The marketing director at Northern Trail Outfitters has requested that the Budget field is populated in order for the Lead Status field to be marked as qualified.

What tool should the administrator use to fulfill this request?

- A. Workflow Rule
- B. Require Field
- C. Validation Rule
- D. Lead Conversion

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 121

The sales manager at Cloud Kicks wants to set up a business process where opportunity discounts over 30% need to be approved by the VP of sales. Any discounts above 10% need to be approved by the user's manager. The administrator has been tasked with creating an approval process.

Which are two considerations the administrator needs to review before setting up this approval process?

Choose 2 answers

- A. Create a custom Discount field on the opportunity to capture the discount amount
- B. Allow the submitter choose the approver manually.
- C. Configure two separate approval processes.
- D. Populate the Manager standard field on the sales users' User Detail page.

Answer: A,D (LEAVE A REPLY)

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NEW QUESTION: 122

Cloud Kicks has a Customer success agent going on leave and needs to change ownership on multiple cases.

Which two users are able to fulfill this request?

Choose 2 answers

- A. A user with the Manage Cases Permission
- B. A user with manager role above the agent.
- C. A user with the System Administrator profile.
- D. A user with Read Permission on account.

Answer: A,C (LEAVE A REPLY)

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