

# Salesforce.ADX-201.v2023-01-11.q75

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## NEW QUESTION: 1

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

**Answer: B,D (LEAVE A REPLY)**

## NEW QUESTION: 2

An administrator has reviewed an upcoming critical update.

How should the administrator proceed with activation of the critical update?

- A. Activate the critical update in production.
- B. Allow the critical update to auto-activate.
- C. Allow the critical update to auto-activate in a sandbox.
- D. Activate the critical update in a sandbox.

**Answer: D (LEAVE A REPLY)**

## NEW QUESTION: 3

The administrator at cloud kicks has been ask to change the company's Shoe style field to prevent users from selecting more than one style on a record.

Which two steps should an administrator do to accomplish this?

Choose 2 answers

- A. Change the field type from a multi-select picklist field to a picklist field.
- B. Back-up the Shoe Style values in existing records.

C. Reactivate the appropriate Shoe Style values after the field type changes.

D. Select the "Choose only one value "checkbox on the pick list field.

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

#### **NEW QUESTION: 4**

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

A. Auto-Number field?

B. Record ID

C. Rich text field

D. External ID

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

#### **NEW QUESTION: 5**

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. Master-detail field

D. Formula field

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

#### **NEW QUESTION: 6**

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 preventing the case back to a previous status.

Which Feature Should an administrator use to fulfill this request?

A. Predefined field Values.

B. Global Value Picklists

C. Dependent Picklists.

D. Validation rules.

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

#### **NEW QUESTION: 7**

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

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 8**

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

Choose 2 answers

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

**Answer: C,D (LEAVE A REPLY)**

#### **NEW QUESTION: 9**

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

How were these records added without error?

- A. Field-level security was set to Visible for all profiles.
- B. The Add to All Record Types checkbox was selected.
- C. A global picklist value set was used to populate the picklist.
- D. The Restricted picklist checkbox was unchecked.

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 10**

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

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 11**

The Administrator at Universal Container wants to add branding to salesforce. Which two considerations should the administrator keep in mind?

Choose 2 Answers

- A. Only one theme can be active at a time, and a theme applies to the entire org.
- B. Chatter external users see the built-in Lightning theme only.
- C. Up to 150 custom themes can be created, modified, or cloned from the built-in themes.
- D. Themes apply to salesforce classic and to the salesforce mobile app.

**Answer: A,C (LEAVE A REPLY)**

**NEW QUESTION: 12**

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

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

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 13**

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 and close more deals.

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

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 14**

Ursa Major Solar uses two different page layouts for Account records. One page layout reflects the fields related to customer accounts and another page layout includes fields for partner accounts. The administrator has assigned the customer account page layout to sales and support users and the partner account layout to the partner management team. What should the administrator configure to meet this requirement?

- A. Grant create, read, edit and delete access to customer accounts on the partner team profile.
- B. Use a public group and a criteria-based sharing rule to share customer accounts with the partner team.

- C. Add members of the partner management team to the default Account team for the customer accounts.
- D. Create one record type for customer accounts and one record type for partner accounts.

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 15**

Ursa Major Solar wants to assist users with a guided expense report process to simplify submissions, routing, and authorizations.

Which two tools should an administrator use to build this solution?

Choose 2 answers

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

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 16**

The service manager at Ursa Major Solar wants to let customers know that they have received their cases via email and their websites. Medium-priority and high-priority cases should receive different email notifications than low-priority cases. The administrator has created three email templates for this purpose.

How should an administrator configure this requirement?

- A. Add three auto-response rules. Configure one rule entry criteria for each rule and set a filter for case priority. Select the appropriate email template for each rule entry.
- B. Create one auto-response rule. Configure three rule entry criteria and set a filter for case priority. Select the appropriate email template for each rule entry.
- C. Configure one workflow rule that fires when cases are created. Add a filter for case priority. Select the appropriate email template for the rule.
- D. Include three assignment rules that fire when cases are created. Add a filter for case priority. Select the appropriate email template for each rule.

**Answer: B (LEAVE A REPLY)**

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**NEW QUESTION: 17**

Dreamhouse Realty agents are double-booking open house event nights. The event manager wants to event submission process to help agents fill in event details and request dates.

How should an administrator accomplish the request?

- A. Create a sharing rule so that other agents can view events.
- B. Create a workflow rule to update the Event Date Field.
- C. Create a campaign for agents to request event dates.
- D. Create an approval process on the Campaign object.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 18**

The VP of sales at Universal Containers wants to prevent members of the sales team from changing an opportunity to a date in the past.

What should an administrator configure to meet this requirement?

- A. Field-Level Security
- B. Approval Process
- C. Assignment Rule
- D. Validation Rule

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 19**

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. Case Rules
- C. Workflow Rules
- D. Escalation Rules

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 20**

An administrator at Universal Containers is reviewing current security settings in the company's Salesforce org.

What Should the administrator do to prevent unauthorized access to Salesforce?

- A. Disable TLS requirements for sessions.
- B. Enable caching and autocomplete on login page
- C. Customize organization wide default
- D. Enable multi factor authentication

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 21**

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. Hierarchy column
- D. Lookup filter

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

**NEW QUESTION: 22**

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

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

**NEW QUESTION: 23**

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

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

**NEW QUESTION: 24**

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

Choose 2 answers

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

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

**NEW QUESTION: 25**

Cloud Kicks has decided to delete a custom field.

What will happen to the data in the field when it is deleted?

- A. The data in the field is stored for 20 days.
- B. The data associated with the field is required.
- C. The data is restorable from the recycle bin.
- D. The data is permanently deleted.

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

**NEW QUESTION: 26**

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

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

**NEW QUESTION: 27**

Northern Trail Outfitters has requested that when the Referral Date field is updated on the custom object Referral Source, the parent object Referral also needs to be updated.

Which automation solution should an administrator use to meet this request?

- A. Workflow Field Update
- B. Process Builder
- C. Lightning Web Component
- D. Approval Process

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

**NEW QUESTION: 28**

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

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

**NEW QUESTION: 29**

The administrator at Cloud Kicks created a new field for tracking returns on their new cloud shoe. A user has submitted a case to the administrator indicating that the new field is unavailable.

Which two steps should an administrator do to troubleshoot this issue?

Choose 2 answers

- A. Run the setup audit trail for the organization.
- B. Update the organization wide default for the object.
- C. Ensure that the page layout for the user's profile has been updated.
- D. Review the field level security of the field for the user profile

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

### NEW QUESTION: 30

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

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

### NEW QUESTION: 31

Ursa Major Solar offers amazing experiences for all of its employees. The Employee engagement committee wants to post updates while restricting other employees from posting.

What should the administrator create to meet this request?

- A. Chatter Unlisted Group
- B. Chatter Recommendations.
- C. Chatter Stream.
- D. Chatter Broadcast Group

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

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**NEW QUESTION: 32**

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

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

**NEW QUESTION: 33**

Users at Cloud Kicks want to be able to create a task that will repeat every two weeks.

What should an administrator do to meet the requirement?

- A. Turn on Recurring Activities.
- B. Workflow rule to create recurring tasks.
- C. Enable Creation of Recurring Tasks.
- D. Flow to create recurring tasks.

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

**NEW QUESTION: 34**

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

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

**NEW QUESTION: 35**

Which three items are available in the mobile navigation menu?

Choose 3 answers

- A. Lightning App Pages
- B. Chatter
- C. Dashboards
- D. Lightning Home Page

E. Utility Bar

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

**NEW QUESTION: 36**

What data loss considerations should an administrator keep in mind when changing a custom field type from Text to Picklist?

Choose 2 answers

- A. Assignment and escalation rules may be affected.
- B. There will be no data loss with use of a global value set.
- C. Any list view based on the custom field is deleted.
- D. Auto updates will be made to Visualforce references to prevent data loss.

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

**NEW QUESTION: 37**

An analytics user at Cloud Kicks needs Read, Create, and Edit access for objects and Should be restricted from deleting any records.

What should the administrator do to meet this requirement?

- A. Create and assign a permission set that includes Read, Create, and Edit access
- B. Assign the standard System Administrator profile to the analytical user.
- C. Create and assign a custom profile with Delete access removed for each object.
- D. Give the user View all access and assign them to the highest role in the role hierarchy.

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

**NEW QUESTION: 38**

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

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

**NEW QUESTION: 39**

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. Role hierarchy

- B. Sharing rules
- C. Sharing set
- D. Profiles

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

**NEW QUESTION: 40**

Cloud Kicks has the organization-wide sharing default set to private on the shoe object. The sales manager should be able to view a report containing shoe records for all of the sales reps on their team.

Which 3 items should the administrator configure to provide appropriate access to the report?

Choose 3 answers

- A. Report subscription
- B. Field level security
- C. Folder access
- D. Custom report type.

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

**NEW QUESTION: 41**

A user at Northern Trail Outfitters is having trouble logging into Salesforce. The user's login history shows that this person has attempted to log in multiple times and has been locked out of the organization.

Which two ways should the administrator help the user log into Salesforce?

- A. Use the unlock button on the user's record detail page.
- B. Log in as the user to unlock the user and reset the password.
- C. Reset password on the user's record detail page.
- D. Reset the password policies to allow the user to login.

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

**NEW QUESTION: 42**

Universal Containers requires a different Lightning page to be displayed when Accounts are viewed in the Sales Console and in the Service Console.

How should an administrator meet this requirement?

- A. Create different user profiles.
- B. Update page layout assignments.
- C. Assign Lightning pages as app default.
- D. Define multiple record types.

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

**NEW QUESTION: 43**

The Sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing.

Which two features should the administrator configure?

Choose 2 answers

- A. Forecasting
- B. Opportunity Stages
- C. Sales Quotes
- D. Opportunity List View

**Answer: A,C (LEAVE A REPLY)**

#### **NEW QUESTION: 44**

Universal container has a contact Lightning record Page with a component that shows LinkedIn data. The sales team would like to only show this component to sales users when they are on their mobile phones.

Choose 2 Answers.

- A. Filter the component visibility with view = Mobile/Tablet.
- B. Filter the component visibility with Form Factor = phone
- C. Filter the component visibility with User > Profile > name = sales User.
- D. Filter the component visibility with User > Role > Name = Sales User.

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 45**

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

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 46**

Which tool should an administrator use to identify and fix potential session vulnerabilities?

- A. Organization-Wide Defaults
- B. Setup Audit Trail
- C. Security Health Check
- D. Field History Tracking

**Answer: C (LEAVE A REPLY)**

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**NEW QUESTION: 47**

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

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 48**

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. Autolaunched Flow
- C. Record Detail
- D. Screen Flow

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 49**

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 get a security token from a trusted network using Reset My Security Token.
- C. Users need to connect an authenticator app to their Salesforce account.
- D. Users need to download and install an authenticator app on their mobile device.

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

**NEW QUESTION: 50**

An administrator at Cloud Kicks wants to deactivate a User who has left the company. What are two reasons that would prevent a user from being deactivated?

Choose 2 answers

- A. The User is assigned in workflow email alert.
- B. The User is the highest role in the role hierarchy
- C. The use is part of a territory hierarchy.
- D. The User is in a Custom hierarchy field.

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

**NEW QUESTION: 51**

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

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

**NEW QUESTION: 52**

The Sales manager at DreamHouse Realty wants the sales users to have a quick way to view and edit the Opportunities in their pipeline expected to close in the next 90 days.

What should an administrator do to accomplish this request?

- A. Make a new Sales dashboard and add a component that shows all opportunities that meet the criteria.
- B. Create a custom report and schedule the sales users to receive it each day as a reminder to update their opportunities.
- C. Enable Sales Console and show users how to open a tab for each opportunity in the pipeline that meets the requirements.
- D. Create a list view on the Opportunity object and recommend users switch the view to Kanban to edit by drag and drop.

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

**NEW QUESTION: 53**

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. Visualforce
- C. Record types
- D. Formula fields

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

#### **NEW QUESTION: 54**

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

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

#### **NEW QUESTION: 55**

Northern Trail Outfitters wants to encourage employees to choose secure and appropriate passwords for their Salesforce accounts.

Which three password policies should an administrator configure?

Choose 3 answers

- A. Prohibited password values
- B. Maximum invalid login attempts
- C. Number of days until expiration
- D. Password complexity requirements
- E. Require use of Password Manager App

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

#### **NEW QUESTION: 56**

Which item is available in a Lightning App where visibility is limited to the Salesforce Mobile App?

- A. Home Page.
- B. Favorites
- C. Utility Bar.
- D. Today

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

#### **NEW QUESTION: 57**

Users at Universal Containers would like to visually see the sales stages on an Opportunity page. The administrator is configuring path for Opportunities.

Which is an important consideration for path configuration?

- A. Celebrations are unable to be added to a path.
- B. The Owner field can be edited in the key fields Panel.
- C. Kanban views for Path must be configured manually.
- D. Path can include guidance and key fields for each stage.

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

#### **NEW QUESTION: 58**

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

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

in to Salesforce.

#### **NEW QUESTION: 59**

How should an administrator support this request?

- A. Refresh weekly reporting snapshots for Closed Opportunities.
- B. Run the Opportunity Stage Duration report.
- C. Add Formula Fields to track Stages on each Opportunity.
- D. Use process builder to capture the daily average on each opportunity.

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

#### **NEW QUESTION: 60**

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

- A. Add a contact from a campaign member detail page.
- B. Convert the lead from the campaign member detail page.
- C. Delete the lead and create a new contact and opportunity.
- D. Clone the lead and convert the cloned record to a contact.

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

#### **NEW QUESTION: 61**

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

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

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#### **NEW QUESTION: 62**

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

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

#### **NEW QUESTION: 63**

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

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

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

#### **NEW QUESTION: 64**

DreamHouse reality has an approval process. A manager attempts to approve the record but receives an error.

What should an administrator review to troubleshoot this request?

- A. Add a delegated approver for the next approver in the process.
- B. Check if the user in the next approver is inactive or missing
- C. Review the page layout to ensure, the fields updated in the process are visible
- D. Update the field level security to view on fields that are updated in the process.

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

#### **NEW QUESTION: 65**

The VP of sales at Dreamhouse Realty has requested a dashboard to visualize enterprise sales across the different teams. The key place of data is the total of all sales for the year and the progress to the enterprise sales goal.

What dashboard component will effectively show this number and the proximity to the total goal as a single value?

- A. Stacked Bar
- B. Donut
- C. Gauge
- D. Table

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

#### **NEW QUESTION: 66**

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

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

#### **NEW QUESTION: 67**

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

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: 68**

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

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 69**

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. Propose the users manually share all their accounts with their teammates.
- C. Enable and configure standard opportunity teams with splits.
- D. Enable account teams and show the users how to set up a default account team.

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 70**

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

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 71**

Ursa Major Solar wants to automatically notify a manager about any cases awaiting a response from an agent for more than 2 hours after case creation.

Which feature should an administrator use to fulfill this requirement?

- A. Omni-Channel Supervisor
- B. Case Escalation Rule
- C. Assignment Rule
- D. Formula Field

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

#### **NEW QUESTION: 72**

Northern Trail Outfitters wants to calculate how much revenue has been generated for each of its marketing campaigns.

How should an administrator deliver this information?

- A. Perform periodic data job to update campaign records.
- B. Add a Total Value Field on campaign and use a workflow rule to update the value when an opportunity is won.
- C. Create a roll-up summary field on Opportunity to Campaign.
- D. Design a standard Campaign report and add the value Won Opportunities in Campaign field.

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

#### **NEW QUESTION: 73**

New Leads needs to be routed to the correct sales person based on the lead address.

How should the administrator configure this requirement?

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

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

#### **NEW QUESTION: 74**

Ursa Major Solar has its business hours set from 9:00 AM to 5:00 PM for the reps that are on pacific time. The reps on Eastern Time need business hours set to start 3 hours earlier to cover for support.

How should an administrator solve for this issue?

- A. Create one set of business hours per time zone.
- B. Allow the reps to set business hours manually.
- C. Set temporary business hours for each time zone.
- D. Adjust the currant business hours to accommodate the Eastern Time Zone.

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

#### **NEW QUESTION: 75**

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. Create a custom Lightning App with the action.
- D. Include the action in the Salesforce Mobile Navigation menu.

**Answer: A (LEAVE A REPLY)**

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