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NEW QUESTION: 1

AW Computing wants to create a process to assign accounts to different salespeople based on the annual revenue.... of the company. The administrator has decided to create a flow.

Which two consideration should the administrator make sure to remember when creating the flow? Choose 2 answers

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 2

How should an administrator ensure the appropriate number of digits are entered into the custom encrypted field created to capture credit card numbers on the Opportunity object?

- A. Enter the number of digits at the field level.
- B. Define the number of mask characters.
- C. Create a validation rule to ensure the length.
- D. Use the credit card number mask type.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 3

The sales manager at Cloud Kicks wants a way to report on information from a form their clients fill out during the sales cycle. Once a form has been submitted, the client is unable to access it. This form may need to be filled out more than once during the sales cycle. There are more than

30 fields on this form, and the sales team needs to be able to see what changed from one submission to the next.

Which two options should an administrator use to solve this scenario?

Choose 2 answers

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

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

NEW QUESTION: 4

When configuring a change set, which two practices should an administrator adhere to in order to ensure a successful deployment to production?

Choose 2 answers

- A. Run deployment validations on the change set in the sandbox prior to uploading to production.
- B. Add permissions and access settings to outbound change sets in addition to the dependent component list.
- C. When deploying a new record type, ensure the new record type is the only component in the change set.
- D. Clone a change set to add forgotten dependent components to an uploaded change set.

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

NEW QUESTION: 5

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

How should the administrator configure the field updates to ensure the proper order.

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

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

NEW QUESTION: 6

Which permission do you need to manage entitlements? Choose two answers. * (1 Point)

- A. "Customize Entitlement"
- B. "Manage Application"
- C. "Manage Entitlements"
- D. "Customize Application"

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

The administrator at Universal Containers has been asked to create an account management dashboard displaying opportunities and activities for each of its top five clients.

Which dashboard feature should the Administrator use to meet this requirement?

- A. Dynamic dashboard
- B. Joined reports on a dashboard
- C. Dashboard Filter
- D. Matrix reports on a dashboard

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

NEW QUESTION: 8

An administrator is using the Dev Console Log Inspector to troubleshoot a Process Builder.

What event type should the administrator look for in the event column?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

A user is trying to add a product to an opportunity and wants to select a price book to reflect the correct price for the customer. They are sure they have access to several different price books but the option to choose which one is missing.

What should an administrator do to resolve the issue?

- A. Add the Choose Price Book button on the Detail section of the Product layout.
- B. Add the Choose Price Book button on the Lightning page.
- C. Add the Choose Price Book button on the Detail section of the Opportunity layout.
- D. Add the Choose Price Book button on the Product Related List of the Opportunity layout.

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

NEW QUESTION: 10

A user at Ursa Major Solar is experiencing a flow error while trying to process a record to the next status. The users with the same access can process records without any errors.

What should the administrator do to troubleshoot the issue?

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

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

NEW QUESTION: 11

An administrator at Cloud Kicks has been tasked by the compliance team to flag where sensitive information is stored in Salesforce.

What feature should the administrator use to fulfill this requirement?

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

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

NEW QUESTION: 12

Cloud Kicks (CK) has recently decided to use Collaborative Forecasting to optimize the accuracy and efficiency of its sales cycle. The CK sales operation manager wants to enable supervisors and their subordinates to make changes to any forecast amounts that inaccurately reflect their current pipeline.

Which two settings should be enabled to meet this requirement?

Choose 2 answers

- A. Revenue adjustments
- B. Manager adjustments
- C. Owner adjustments
- D. Payout adjustments

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

NEW QUESTION: 13

The wrong choices on the list should be improved.

A lead needs to be assigned automatically to a Sales Rep if there has been no action on the account after 10 days. And the Deal status should be set to "Stalled" after it has been approved by a Manager. Which automation processes can a system administrator use? * (1 Point)

- A. Validation Rule. Assignment rule. Approval Process.
- B. Assignment Rule. Auto-Response Rule, Workflow Rule
- C. Assignment Rule. Approval Process. Workflow Rule
- D. Assignment Rule, Approval Process

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

When an administrator enables customizable prebuilt entitlements, which three options are automatically created?

Choose 3 answers

- A. Three field updates
- B. One SLA process
- C. One Warning Action
- D. Three milestone types

E. One escalation route

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

A change set that has already been submitted for deployment is missing a component.

What can you do in order to correct the issue? * (1 Point)

- A. Clone the change set, edit the components and deploy it
- B. Edit the change set, deactivate it and then add the missing component
- C. Deploy the change set and then submit another change set for deployment
- D. Create another change set containing all components and deploy it

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

Cloud Kicks has an app that should only be used in the VIP showroom.

Which feature should an administrator use to permit access to the app?

- A. Delegated Administration
- B. Single Sign-On
- C. Session-Based Permission Set
- D. Permission Set Group

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

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NEW QUESTION: 17

AW Computing uses a custom Invoice object to track invoices related to accounts. The administrator wants to use roll-up summary fields to view high-level information at a glance on the account record.

Which two considerations should an administrator remember about roll-up summary fields?

Choose 2 answers

- A. Roll-up types include COUNT, SUM, and AVG.
- B. Rollup fields are calculated prior to save.
- C. Roll-up summary fields prevent the conversion of a master-detail relationship to a lookup.
- D. Roll-up summary fields are created on the master side of a master-detail relationship.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 18

If my boss is always traveling and rarely brings his computer (because he loves his Android tablet), how can I make it convenient for the CEO to approve requests from his organization?

Choose 2 answers.* (1 Point)

- A. Enable Mobile Lite for Approval Processes
- B. Enable chatter feed approval
- C. Enable SMS/IM approval
- D. Enable email approval

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

NEW QUESTION: 19

The Sales Manager at Universal Containers would like a dashboard to view each of the sales representative's opportunities, accounts, and related cases. What is a recommended solution?

- A. Create a dashboard and add filters for users, opportunities, accounts, and cases.
- B. Create a dynamic dashboard and add filters for opportunities, accounts and cases.
- C. Create a dynamic dashboard and insure the sales manager has the "View My Team's Dashboard" permission.
- D. Create an individual dashboard for each sales representative with opportunity, account, and case components.

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

NEW QUESTION: 20

Ursa Major Solar has a junction object that connects Docs with Solar Panels. The administrator needs users to be able to see all the solar panels that a Doc is related to. Users already have access to the Doc and the Junction, but not the Solar Panel object.

What access does the user need to be able to see the solar panel records?

- A. Read permission is required on both master records.
- B. Create permission is required on both master records.
- C. Access permission is not required on either master record.
- D. Read permission is required on at least one master record.

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

NEW QUESTION: 21

The administrator at Cloud Kicks noticed that the before trigger they are working on executes successfully but fails to save the original version of the record to the external data archive. The administrator finds there is also a record-triggered flow on that object that is configured to run before save.

How should the administrator advise the developer?

- A. The trigger is writing the data to the wrong place in the external data archive.
- B. Record-triggered flows that are configured to

- C. The code could be trying to create duplicates in the archive when it is unable to.
- D. A validation rule could be preventing records from ever meeting the conditions in the trigger.

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

NEW QUESTION: 22

A user with permissions to create price books wants to quickly create a new product with the same information as the existing product by cloning the product. What is an important consideration when cloning a product?

- A. Price book entries will not be created in the standard price book.
- B. Price book entries need to be activated before users can use the new price book.
- C. Price book entries in price books that you don't have sharing access to aren't created.
- D. Price book entries in price books that you don't have sharing access to are created.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Sales management wants to enforce a process in which the name of an account is always included in the name of an opportunity. How can automation be used to help meet this requirement?

- A. Write a criteria-based workflow rule that updates the opportunity name concatenated with the account name.
- B. Use approval process that routes newly created opportunities to management for data quality review.
- C. Write a validation rule that updates the opportunity name with the account name using a cross-object formula.
- D. Use an Apex Trigger on the Account object that adds the account name to the opportunity name.

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

NEW QUESTION: 24

A change set has already been uploaded but changes need to be made to its contents. what is a best practice for adding these changes?

- A. Edit existing change set, add needed changes, upload again.
- B. clone the change set, add needed change set and upload again.
- C. Manually make changes in change set destination org.
- D. Delete existing change set, add changes to new change set, upload change set

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

NEW QUESTION: 25

Multiple developers work in the AW Computing developer sandbox for testing and merging code. A developer is reporting that one of the Lightning web Components is no longer visible in the user interface.

What can the administrator use to troubleshoot?

- A. Flex Queue
- B. Setup Audit Trail
- C. Apex Jobs page
- D. Salesforce CLI

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

NEW QUESTION: 26

Universal Containers has a white-glove service level for its top customers.

After a case is created, how should the administrator allow the agent to see the number of hours remaining before the service agreement is overdue?

- A. Assign an independent milestone.
- B. Add Milestone Tracker Time com
- C. Include a Milestone formula held
- D. Create sequential milestones.

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

NEW QUESTION: 27

A user started to work remotely. They are having an Issue logging in.

What could be the issue?

- A. They are signing in from a mobile device.
- B. The user is not in the IP range for their profile.
- C. The time zone for the profile is outside of login hours.
- D. The login session has expired for this user.

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

NEW QUESTION: 28

UC has engaged a developer to create a custom Apex Rest service that is used by external systems to manipulate data in salesforce.

which two methods can the administrator use to grant permission to use the Apex Rest service to the users of the external systems? choose 2 answers

- A. Update the profile for the external systems to include access to the Remote site settings that correspond to the apex Rest services.
- B. Create a permission set that grants the API enabled administrative permission, and assign it to the users for the external systems.
- C. Create a Connected App and a new permission set to grant access to the Apex Rest services. Assign the permission set to the users for the external systems.
- D. create a permission set that grants access to the apex classes and grants the use apex Rest services permission and assign it to the users for the external

Answer: ([SHOW ANSWER](#))

systems.

NEW QUESTION: 29

What type of data can be migrated between environments using change sets? Choose 2 answers

- A. Account team roles
- B. Field type changes
- C. Custom fields
- D. Email templates

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

NEW QUESTION: 30

How can you, as a System Administrator, enforce standardization of tags in libraries?

Choosetwoanswers.* (1 Point)

- A. Enable workflow to send email alert for unnamed tags
- B. Change Tagging Field to multi select picklist
- C. Guided tags
- D. Enable restrictive tagging

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

NEW QUESTION: 31

At Cloud Kicks, the distributor account information is sensitive information. The administrator needs to make sure this information is unavailable to testers in the full sandbox.

What should the administrator recommend?

- A. Use the data masking tool.
- B. Assign the users a new permission set.
- C. Delete the sensitive information.
- D. Refresh the sandbox.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

What should an administrator consider when setting up and maintaining Salesforce Knowledge?

Choose three answers. * (1 Point)

- A. Article version numbers must be assigned by a Knowledge Manager for tracking

- B. Data category visibility is assigned through roles and profiles
- C. Enabling certain Knowledge features on a user record requires licensing.
- D. Knowledge settings must be configured to allow users to create an article from a case
- E. Solution category browsing must be enabled in Solution settings.

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

NEW QUESTION: 33

What are two capabilities of Salesforce Customer Community members?

Choose 2 answers.

- A. They use the ideas tab to submit, comment on, and vote for ideas.
- B. They must belong to a company's internal community to participate in Chatter collaboration.
- C. They find crowdsourced answers and Knowledge articles to resolve a support issue.
- D. Their reputation levels must be the same across all communities of which they are members.

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

NEW QUESTION: 34

what type of data can be migrated between environments using change sets? choose 2

- A. Custom fields(100%)
- B. Account team roles.
- C. standard field picklist values.
- D. Email templates.(100%)

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

An administrator has unchecked the "Enable contact pack creation" checkbox after users had created content packs. What is the impact of the change? * (1 Point)

- A. Users can continue to edit the contents of existing packs
- B. All existing content packs will be deleted.
- C. Users can modify the description and title of existing packs

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

NEW QUESTION: 36

Universal containers has a workflow rule that sends an email alert to the VP of sales when a large deal is won. The VP is reporting that these emails are not being delivered.

What tool could be used to determine the problem? choose 2

- A. Email log.
- B. Workflow monitor.
- C. System audit trail.
- D. Debug log.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 37

If a system administrator has unchecked the " Enable Content Pack Creation" setting, what can users do with content packs? * (1 Point)

- A. Users can modify existing content packs
- B. Users can only edit description and title of existing content packs
- C. Users cannot do anything to existing content pack

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

NEW QUESTION: 38

Ursa Major Solar allows its scientists to log new stars as they find them, but on occasion, they log the same star by mistake. The administrator wants scientists to be notified when a record is deleted and by whom, and to maintain their own discovery information.

What automation solution should be used to send the notification?

- A. Process Builder
- B. Heroku
- C. flow
- D. Workflow Action

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

NEW QUESTION: 39

Which three actions can occur when an administrators clicks "save" after making a number of changes to Knowledge data categories in a category group and changing their position in the hierarchy? Choose three.

- A. Users are temporarily locked out of the ability to access articles
- B. The history of article usage is reset to zero utilization
- C. The contents of category drop-down menu change
- D. The articles and questions visible to users change
- E. Users may temporarily experience performance issues when searching for articles

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

NEW QUESTION: 40

U.C wants to archive cases that have been closed for two or more years. the cases need to be removed from salesforce and be available to be loaded into the company's data warehouse.

how can the administrator automate this process? choose 2

- A. use an Appexchange product
- B. schedule the data export service.
- C. use the apex dataloader
- D. enable the case archived feature.

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

NEW QUESTION: 41

What are the similarities of customizable and collaborative forecasting? Choose two answers. * (1 Point)

- A. Submit Forecast
- B. Territory management
- C. Monthly and Quarterly Forecasts
- D. Quotas

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

NEW QUESTION: 42

A custom object was created at Universal Containers to store information employees will need for their annual reviews. Only the employee should be able to access their records. The administrator has set Organization-Wide Defaults to private for the object. These records are accessible by the employee's manager.

What additional step should be taken to remove the manager's access to these records?

- A. Uncheck the manual sharing for the custom object on each profile.
- B. Remove access to the custom object on the manager's profile.
- C. Uncheck grant access using hierarchies in sharing settings.
- D. Recalculate the sharing rules in sharing settings.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

Which of the following features is NOT unique to Salesforce Knowledge? * (1 Point)

- A. Categories
- B. Custom Page Layouts
- C. Synonym Search
- D. Article Types

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 44

Universal Containers wants customers who buy the Freight Container product to be billed in monthly installments. How should an administrator meet this requirement?

- A. Create custom fields on the product.
- B. Create a workflow rule on the product.
- C. Create a default quantity schedule on the product
- D. Create a default revenue schedule on the product.

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

NEW QUESTION: 45

Universal Containers has a Positions object that represents job Positions and a Applications object that represent people that have applied to the position. The Job Application object has a

lookup to position. They want to run a report that shows all Positions that do NOT have any child job Applications.

Which solution would meet the requirements?

- A. Use a custom report type that only displays job Application without Positions.
- B. Use the standard Position without job Application report type.
- C. Use the standard Position report type with a cross filters.
- D. Use the standard Job Application with Position report type.

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

NEW QUESTION: 46

Cloud Kicks has organization-wide sharing defaults on the opportunity set to private. However, members of the finance team need to see closed won opportunities. The finance team members all have roles under the finance director, while the sales team members have roles under the sales manager.

Which two options should the administrator use to meet these criteria?

Choose 2 answers

- A. Make an owner-based sharing rule where the won field = true.
- B. Share with roles and subordinates of the finance director role.
- C. Select all opportunities owned by the sales manager role.
- D. Create a criteria-based sharing rule where the won field = true.

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

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NEW QUESTION: 47

Select power users want the ability to make configuration changes to a specific custom object.

What tool should the administrator assign to the power users to enable this?

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

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

NEW QUESTION: 48

The administrator of Universal Containers is testing an approval process in a recently refreshed Developer Pro sandbox and is finding that none of the notification emails are being sent to the approvers.

which two reasons could be the cause?

Choose 2 answers

- A. The deliverability access level setting is incorrect.
- B. HTML templates are unavailable in sandboxes.
- C. Workflow emails only work in Full sandboxes.
- D. The email addresses for the users are incorrect.

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

NEW QUESTION: 49

An administrator is planning the release process for the year. The team will be using change sets to process deployment to production.

Which three best practices should be considered?

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

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

NEW QUESTION: 50

What is the maximum file size that can be uploaded in CRM Content? * (1 Point)

- A. 2GB
- B. 10GB
- C. 100MB
- D. 500MB

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

NEW QUESTION: 51

Cloud Kicks maintains Inventory in a legacy application. Management wants the information to also be available to view and report on in Salesforce.

Which action should the administrator take to achieve this goal?

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

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

NEW QUESTION: 52

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

What should the administrator do to deploy the changes to a sandbox?

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

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

NEW QUESTION: 53

What are two capabilities of Enterprise Territory Management?

Choose 2 answers.

- A. The ability to use filter-based opportunity criteria to expand assignment rules
- B. Prioritize territories to indicate highest priority or lowest priority
- C. The ability to use 20 territories assignment rules per model
- D. Territory hierarchy replaces the role hierarchy for sharing

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

NEW QUESTION: 54

What type of process can the system administrator set for an organization's products?

Choose 3 answers

- A. List prices
- B. Discount prices
- C. Sales prices
- D. Standard prices
- E. Product prices

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

NEW QUESTION: 55

An administrator at Universal Containers has been asked to configure product schedules.

What should the administrator consider before enabling this feature?

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

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

NEW QUESTION: 56

A sales manager would like a report of accounts with no closed/won opportunities in the last year.

How can this requirement be met?

- A. Create a customer report type for Accounts without Opportunities.
- B. Create a summary report using the Accounts report type with a formula field for opportunity count.
- C. Create a joined report using the Accounts report type and the Opportunities report types.
- D. Create a tabular report using the Account report type and add a cross filter using Opportunities.

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

NEW QUESTION: 57

Universal Containers uses Enterprise Territory Management to manage its sales territories. The sales managers want to see who the account is manually shared outside of territory rules. How can the system administrator meet this requirement? * (1 Point)

- A. Add the "Users in Assigned Territories" related list to the sales page layout
- B. Add the "Assigned Territories" related list to the sales page layout
- C. Add "Assign Territories" permission to the sales manager's profile
- D. Add "Manage Territories" permission to the sales manager's profile

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

NEW QUESTION: 58

The administrator at Universal Containers wants to improve data quality by ensuring that all accounts have a billing State/Province based upon the Billing Postal Code for that account. Which two solutions can meet this requirement?

Choose 2 answers.

- A. Use a workflow rule that populates Billing State/Province based on a custom object that maps postal codes to states/provinces.
- B. Use a validation rule to do a HLOOKUP of the Billing Postal Code to a custom object that maps postal codes to states/provinces.
- C. Use a trigger that populates Billing State/Province based on a custom object that maps postal codes to states/provinces.
- D. Use a validation rule to do a VLOOKUP of the Billing Postal Code to a custom object that maps postal codes to states/provinces.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

Universal containers would like to ensure that when an opportunity stage is closed lost the reason is captured in a custom reason lost field before the record can be saved.

What is the recommended approach to meet this requirement?

- A. Create a workflow rule that fires on the closed lost stage and populates the reason lost field.
- B. Create a trigger that requires reason lost to be populated once the opportunity stage is closed lost.
- C. Create a page layout for closed lost opportunities and make reason lost a required field.

D. Create a validation rule that requires reason lost to be populated once the opportunity stage is closed lost.

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

NEW QUESTION: 60

Universal Containers wants to ensure that the following opportunity fields are present on each record at the negotiation/review or won stages:

Amount (Currency) is populated.

The Ready to Close (Checkbox) must also be true.

Which validation rule error condition should the administrator configure to meet these requirements?

A)

```
AND(OR(StageName = "Negotiation/Review", StageName = "Closed Won"),OR(ISBLANK( Amount ),Ready_to_Close__c = FALSE))
```

B)

```
AND(OR(ISPICKVAL(StageName, "Negotiation/Review"), ISPICKVAL(StageName, "Closed Won")),OR(ISBLANK( Amount ),Ready_to_Close__c = FALSE))
```

C)

```
AND(OR(ISPICKVAL(StageName, "Negotiation/Review"), ISPICKVAL(StageName, "Closed Won")),OR(NOT(ISBLANK( Amount )),Ready_to_Close__c = TRUE))
```

D)

```
AND(OR(StageName = "Negotiation/Review", StageName = "Closed Won"),OR(ISBLANK( Amount ),Ready_to_Close__c = TRUE))
```

A. Option C

B. Option B

C. Option D

D. Option A

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 61

Which two tools should an administrator use to required data to be entered in a field and improve data quality on a record in Salesforce?

Choose 2 answers

A. Page Layouts

B. validation Rules

C. Dashboards

D. Workflow Rules

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 62

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

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

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

NEW QUESTION: 63

What can a system administrator do to simplify searching in Knowledge for users? Choose three answers. * (1 Point)

- A. Create Knowledge Categories
- B. Create synonyms
- C. Enter predefined search input (autocomplete)
- D. Filter by Language

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

NEW QUESTION: 64

AW Computing sells a variety of software programs for its customers to choose from. Management wants to ensure that the customer automatically receives phone support when they purchase photo editing software.

How should an administrator meet these requirements?

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

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

NEW QUESTION: 65

Northern Trail Outfitters requires the sales user to input a use case before moving the opportunity stage to qualified. A consultant has reviewed the business requirement and ran a report to check

the state of data completion. When pulling a report for opportunities in the qualified stage or beyond, it appears that only 30% of records have a use case filled out with varying text strings. What should the administrator recommend?

- A. Use a quick action with the Use Case field in the layout, and add it as a Lightning component.
- B. Make the Use Case field required on the master Opportunity layout.
- C. Write a record-triggered flow that populates the Use Case field when an opportunity is closed.
- D. Create a validation rule and add the Use Case field to the Stage Guidance in Path.

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

NEW QUESTION: 66

When can a user become an owner of a record without being a record creator? Choose 2 answers.* (1 Point)

- A. If the record is in a queue
- B. If he is already a record owner
- C. If person is above the owner of the record in role hierarchy
- D. if someone shares the record to the record owner

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

NEW QUESTION: 67

A member of Universal container's support team is assisting as a lesrep in managing a top customer. The sales rep has manually shared an opportunity with the support member in hopes that the support member can update some of the technical sales fields on the record, but the support member is unable to edit the opportunity, Which solution would provide edit access to the opportunity?*(1 Point)

- A. Add the support team member to the opportunity team and assign read/write access to the member
- B. Change the Organization-Wide Defaults internal access for opportunities to public read/write
- C. Change the support team member's role to a role above the sales rep in the org's role hierarchy
- D. Create a permission set for opportunity edit and add it to the support member's user record

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

NEW QUESTION: 68

What is the first step before setting up entitlements? *(1 Point)

- A. Set up service contracts
- B. Enable entitlement management
- C. Specify the entitlements-related lookup filters on cases
- D. Customize entitlements fields

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

NEW QUESTION: 69

An administrator would like to know which delegated administrators are actively customizing their organization.

their organization. Where can the administrator find this information?

- A. Debug log
- B. Setup audit trail
- C. Delegated administrator log
- D. Login history

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

NEW QUESTION: 70

Sales reps at AW Computing have been reporting that contact phone numbers sometimes revert back to an old value after being updated.

What should the administrator do to resolve this issue?

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

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

NEW QUESTION: 71

Users report they are getting an Apex trigger error when they try to save a specific Account record. How could an administrator collect more information about the processing for that record?

- A. Create a Flow with a fault connector.
- B. Enable debug Logging for the user.
- C. Activate debug logging for the Apex trigger.
- D. Review the Setup Audit Trail

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

NEW QUESTION: 72

Universal Containers uses Salesforce to track job positions and applicants. Applicants can apply for multiple positions and positions will have multiple applicants. The company wants to ensure that if an applicant is deleted, all associations between the applicant and the position(s) that he or she has applied for are deleted.

How can this be accomplished?

- A. Create a custom object between applicants and positions with lookup fields on the junction to both the objects.
- B. Create a many -to- many relationships using junction object with both positions and applicants as masters.
- C. Create a lookup relationship between applicants and positions with applicants as the parent.
- D. Create a master detail relationship between applicants and positions with applicants as the master.

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

NEW QUESTION: 73

Which three password options are available for the administrator to set on content deliveries?

Choose 3 answers

- A. Password protection is optional and defaults to ON
- B. Password complexity rules
- C. Password protection is required
- D. Administrator-provided default password
- E. Password protection is optional and defaults to OFF

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

NEW QUESTION: 74

Universal Containers purchased Field Service Lightning Licenses in Production and wants to make these license available in an active development sandbox with the minimum development impact.

How should an administrator create these licenses in the sandbox?

- A. Merge Production and the sandbox using a template.
- B. Submit a Salesforce support case.
- C. Refresh the sandbox from production.
- D. Use the Match Production Licenses tool.

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

NEW QUESTION: 75

James, a recruiting manager, needs a picklistfield implemented on the Position object by the end of the week. Matt, the system administrator, is too busy to fulfill the requirement.

What should Matt do to prevent this from happening again?* (1 Point)

- A. Make James a delegated administrator for the Recruiting app
- B. Change the organization-wide defaults for the Position Object to Public Read/Write
- C. Make James a delegated administrator for the Position object
- D. Assign James the "Modify All Data" permission set

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 76

What type of prices can the system administrator set for an organization's products?

- A. Discount prices.
- B. Sales prices.(100%)
- C. Product prices.
- D. Standard prices.(100%)
- E. List prices.(100%)

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

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NEW QUESTION: 77

Sales Rep Phil Smith has an opportunity for 55,000 in the Commit stage. Which aggregates on Phil's forecast will include this amount? Choose three answers.* (1 Point)

- A. Pipeline
- B. Closed
- C. Best Case
- D. Commit

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 78

Cloud Kicks has updated several profiles and created a new app in the sandbox. After testing, everything is working as expected. Which two options should the administrator use to migrate these changes to production from the sandbox?

Choose 2 answers

- A. Package deployment
- B. Outbound Change Set
- C. Change Data Capture
- D. Inbound Change Set

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

NEW QUESTION: 79

Cloud Kicks (CK) completed a project in a sandbox environment and wants to migrate the changes to production. CK split the deployment into two distinct change sets. Change set 1 has new custom objects and fields. Change set 2 has updated profiles and automation.

What should the administrator consider before deploying the change sets?

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

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

NEW QUESTION: 80

Sales reps and partner consultants at Cloud Kicks work on the same kinds of shoe deals. The administrator has been asked to ensure that the Profit new on the Opportunity object is available to sales reps and is hidden from partners using Field Level Security.

Which two features should the administrator use to fulfill this request?

Choose 2 answers

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

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

NEW QUESTION: 81

The sales team at Universal Containers has asked the administrator to build functionality to automatically update the account checkbox field 'Opportunity Created' to checked when at least one related opportunity has been created.

What feature should the administrator use to build this functionality?

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

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

NEW QUESTION: 82

Which value rolls up for both customizable and collaborative forecasting? * (1 Point)

- A. Opportunity amount
- B. Expected revenue
- C. Amount
- D. Quota

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

NEW QUESTION: 83

An administrator at Cloud Kicks has enabled Territory Management and is setting up a territory model. Some users in a territory need to access Contacts and Opportunities related to the Account.

Which two capabilities are available for users in a territory?

Choose 2 answers

- A. View and Transfer
- B. View and Edit
- C. View, Edit, Transfer, Delete
- D. View Only

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

NEW QUESTION: 84

Leads come to universal containers from various sources and need to be assigned to the correct sales team. When a lead comes for the APAC region, it can be passed to an external partner if the sales director approves the transfer. The partner's channel manager must be notified when the partner has been assigned the lead.

At the minimum, which combination of automation tools will be needed to meet these requirements?

- A. Assignment rules and workflow rules.
- B. Assignment rules and approval processes
- C. Assignment rules, auto-response rules, and workflow rules
- D. Assignment rules, approval processes, and workflow rules

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

NEW QUESTION: 85

What should a system administrator consider before using territory management? Choose three answers. * (1 Point)

- A. Forecasts are derived from Territory hierarchy not Role hierarchy
- B. Once enabled it cannot be disabled
- C. You need to contact Salesforce to have it enabled
- D. It does not working parallel with sharing functions

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 86

An administrator is given a .csv file of 5,000 leads with External Id and Status fields. They need to match existing and add new records with Data Loader.

What action should be taken to populate the Status field on the records and add new records?

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

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

NEW QUESTION: 87

How can you make sure that a field will be visible on 2 profiles only? * (1 Point)

- A. create a page layout and hide the field
- B. workflow field update
- C. validation rules
- D. Field-Level Security

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

NEW QUESTION: 88

How can an administrator ensure article managers use specified values for custom article field?

- A. Create field dependencies on article types.
- B. Create a record type containing preset values
- C. Create a required field on the article page layout.
- D. Create different article types for different requirements.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 89

Which of the following data enrichment options is available to a system administrator through the Social Accounts, Contacts, and Leads feature? * (1 Point)

- A. Use Twitter to view recent tweets posted by a contact
- B. Use Facebook to import educational background
- C. Use the Company's salesforce Facebook account
- D. Use Linked in to import educational background

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

NEW QUESTION: 90

After an Administrator has refreshed a sandbox, what behavior should users expect to see in the sandbox?

- A. Users in production will now be able to receive emails sent out from the sandbox.
- B. All new data since the last refresh will be added to the existing information in the sandbox
- C. Users in the sandbox that do not exist in production will no longer exist in the sandbox.
- D. Metadata changes since the last refresh will be added to the existing information in the sandbox

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 91

Administrator has been tasked with creating a new custom field on the Account object called Government Der. The compliance department has determined that this field contains sensitive Information and needs to be encrypted using Classic Encryption.

How will this impact users when reading, editing, or reporting on Accounts?

- A. Encrypted fields are unable to be used the report criteria or list views filters.
- B. Encrypted fields can be added to a list view and rule filters.
- C. Users will need the View Encrypted Data permission to edit the field.
- D. Users with the View Encrypted Data permission can see the field, regardless of Field-Level Security.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 92

Universal Containers wants to allow its customers to submit support requests across multiple channels.

In which two ways can this be accomplished with Salesforce?

Choose 2 answers

- A. Offer a Chat button on the company website.
- B. Enable the Service Cloud Console app on the company's website.
- C. Enable Chatter Questions in the company's customer Community
- D. Expose the case feeds option on the company's website.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 93

When should an administrator consider when using Person Accounts'

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

Answer: (SHOW ANSWER)

NEW QUESTION: 94

On a monthly basis, an administrator would like to pull data related to service contracts from Salesforce to store elsewhere. Which two ways can an administrator accomplish this? Choose 2 answers

- A. Use Data Exporter to export the data each month.
- B. Configure the "Schedule Export" options under Data Export
- C. Use Data Loader to export the data each month.
- D. Use the "Object Export" feature under Data Management

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 95

which deployment tool can be used to delete metadata from an organization?

choose 2

- A. Change Sets.
- B. Unmanaged packages.
- C. force.com Migration Tool.
- D. Force.com IDE.(100%)(developer console)

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

NEW QUESTION: 96

An administrator needs to create a junction object called Account Region to link the standard Account object with a custom object called Region.

Once the junction object is created, what are the next two steps the administrator should take?

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 97

A system administrator wants to change the field type from a lookup field to a master-detail field. What must the system administrator check in order for the change To be implemented successfully? * (1 Point)

- A. Make sure that the lookup field has a related record
- B. Make sure that all lookup fields in all records contain a value
- C. Make sure that the lookup value is set to Required

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

NEW QUESTION: 98

An administrator is moving sandbox customizations to production using a change set. After creating the initial change set, the administrator realizes that some components were missed. What three considerations should the Admin make regarding the change set?

Choose 3 answers.

- A. Add permissions and access settings to the outbound change set.
- B. Clone the change set to add dependent components to an uploaded change set.
- C. Deploy all dependent components.
- D. Edit the uploaded change set to add the additional components.
- E. Use a new change set co deploy metadata and data from the sandbox to production.

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

NEW QUESTION: 99

what action is required before a change set can be deployed from a sandbox environment to a production environment? choose 2

- A. Configure the deployment connection in production to allow inbound changes.
- B. Install the force.com IDE and configure its settings to work with change sets.
- C. create an outbound change set in the sandbox that includes the components to be moved
- D. configure the deployment connection in the sandbox to allow inbound changes.

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

NEW QUESTION: 100

a sales manager wants to edit the opportunities owned by the sales team.
the manager does not have edit access to opportunity object.

What is a recommended solution?

- A. Create a permission set and associate Edit opportunity to the user record.
- B. Redefine the role hierarchy by enabling " grant access using hierarchies".
- C. change the opportunity organization-wide default setting to public Read/Write.
- D. Enable team selling on the opportunity object to grant Read/write access.

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

NEW QUESTION: 101

Cloud Kicks (CK) has an email parsing tool. CK wants to ensure that when certain fields are updated, the Case Owner is notified by email.

What should the administrator use to email the Case Owner?

- A. Outbound Message
- B. After Save Flow
- C. Email-to-Case
- D. Before Save Flow

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 102

Support agents at Cloud Kicks associate Cases and Bugs so that can report on how many Cases are related to a Bug. A Bug is required to have a Case in order to be created.

Which type of object relationship will meet this requirement?

- A. Hierarchical
- B. Lookup
- C. Master-detail
- D. Junction

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

NEW QUESTION: 103

A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested.

What permission should be reviewed to determine if it is missing from the administrator user or profile?

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

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

NEW QUESTION: 104

Cloud Kicks has Service and Sales Manager roles that need to be able to see all Accounts. Currently, they each have their own custom profile. The organization-wide defaults are set to Private and a sharing rule share access to Accounts to the sales and service teams based on criteria.

What should the administrator do to allow the service and sales Manager to see all Accounts?

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

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

NEW QUESTION: 105

Northern Trail Outfitters (NTO) is expanding into the U.K. While most of NTO's products are the same as in the US. Pricing will vary from product due to shipping and raw material cost differences.

What should the administrator configure for a smooth rollout to the U.K.?

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

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

NEW QUESTION: 106

A user with permissions to create price books wants to quickly create a new product with the same information as the existing product by cloning the product.

What is an important consideration when cloning a product?

- A. Price book entries in price books that the user does NOT have access to will be created.
- B. Price book entries will NOT be created in the standard price book.

- C. Price book entries in price books that the user does NOT have access to will not be created.
- D. Price book entries need to be activated before users can use the new price book.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 107

An administrator has a request to create a Next Steps field for users to document what they need to do next on a lead. The field should allow users to format the text and be mapped to an opportunity when converted.

What type of field will satisfy these requirements?

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

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

NEW QUESTION: 108

Which of the following options would be used to limit the number of records and assist with data consistency? * (1 Point)

- A. Workflow field updates
- B. Custom lookup fields and lookup filters
- C. Record types and page layouts
- D. Custom formula fields
- E. Picklist and dependent picklist fields

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

NEW QUESTION: 109

pay grade on the custom Position object need updating and require frequent change. Because frequent changes have to be made to these Position fields, they are requesting the ability to update these picklist values.

Which feature should the administrator consider that allows for this?

- A. Field accessibility set to editable for the picklists for the Position object.
- B. Screen Flow using custom metadata types

- C. Delegated administration for the Position object
- D. A permission set containing the modify all data permission for the Position object.

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

NEW QUESTION: 110

Universal Containers categorizes its accounts with one of two status values - Prospect or Customer. The administrator wants to automatically change the value from Prospect to Customer when an opportunity is won. Which two actions should the administrator take to accomplish this? Choose 2 answers

- A. Create an opportunity workflow rule that updates the Account Status field.
- B. Use Visualforce to update the Account Status field.
- C. Create an account workflow rule that updates the Account Status field.
- D. Use an Apex trigger to update the Account Status field.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 111

The administrator of universal containers is testing an approval process in a refreshed developer pro sandbox and is finding that none of the notification emails are being sent to the approvers. What could be the cause of this? choose 2

- A. Workflow emails only work in full sandboxes.
- B. The Deliverability Access Level setting is incorrect.
- C. The email addresses for the users are incorrect
- D. HTML templates are not available in sandboxes.

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

NEW QUESTION: 112

A user at Universal Containers wants to load records into a custom object named Location from a .csv file. While using Data Loader, they cannot find the Location object.

What are two reasons this is happening?

Choose 2 answers

- A. Data Loader should only be used with standard objects.
- B. Location has a master-detail field to Account.
- C. The user's profile needs Create access to Location.
- D. The label of Location may have been changed.

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

NEW QUESTION: 113

An administrator has been asked to create a report showing all newly created chatter groups by a custom designation divided by the four departments that maintain chatter groups- partners, corporate, practices and solutions.

How can an administrator meet this reporting requirement?

- A. Use a multi-select picklist field to bucket chatter groups in the report according to department.
- B. Create tags for chatter groups and create a summary report for newly created chatter groups.
- C. Create a report type for chatter groups and create a summary report for newly- created chatter group.
- D. Use a bucket in the chatter groups report to categorize the four different departments. (100%)

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

NEW QUESTION: 114

At Ursa Major Solar, several different planetary teams handle leads depending on which planet the lead is coming from. While most of the teams only need a few fields filled out to work the lead, the Jupiter team requires additional information to be filled out, such as which moon the lead is coming from. The administrator needs to automate which team is allocated the lead record based on the planet and ensure that every team has all of the information they need.

Which two features will satisfy these requirements?

Choose 2 answers

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

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

NEW QUESTION: 115

Cloud Kicks has a policy of closed opportunities being uneditable. At times, adjustments have to be made on the Opportunity for accounting reasons. In order to keep the original Opportunity's integrity, a custom object to track adjustments has been created. The users need a Roll-Up Summary field to track the number of adjustments.

How should the administrator accomplish this?

- A. Create a Master-Detail Relationship field on adjustment
- B. Create a Lookup Relationship field on adjustments.
- C. Create a Master-Detail Relationship on opportunities.
- D. Create a Lookup Relationship on opportunities.

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

NEW QUESTION: 116

The VP of Finance wants to ensure that once an opportunity is closed, it cannot be modified by any user.

How can an administrator meet this requirement?

- A. Create an opportunity validation rule with the formula; `PWORVALUE(IsClosed) - True`.
- B. Set all fields to Read-Only on the standard Closed Opportunity page layout.
- C. Create a workflow field update to update the IsClosed field to True if a closed opportunity is modified.

D. Set the Do Not Modify Closed Opportunity permission for all profiles.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 117

A user changes roles from an EMEA sales representative to a US sales representative. How will this impact the ownership-based sharing rules for the user's records?

- A. This will only affect ownership-based sharing rules if the user moves up in the role hierarchy.
- B. This will affect the ownership of records for standard objects but not custom objects.
- C. All of the ownership-based sharing rules are recalculated.
- D. None of the ownership-based sharing rules are recalculated.

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

NEW QUESTION: 118

AW Computing uses a private sharing model for cases. A select group of five users need read/write access to all cases with a specific record type. Of these users, one is assigned the Support Manager profile and four are assigned the Support Representative profile. How can the administrator meet this requirement?

- A. Modify the Support Manager and Support Representative profiles to View All Data access on all cases with the record type.
- B. Create a new profile for the five users with View All Data access; remove access to the record type from all other profiles.
- C. Create a public group for the users and a custom parent case record with the record type; share this case by record owner.
- D. Create a public group for the users and use criteria-based sharing rules to share cases with the record type to that group.

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

NEW QUESTION: 119

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy.

Why is the sales manager unable to view the contact?

- A. Contact sharing settings have Grant Access Using Hierarchies unchecked.
- B. The contact is NOT linked to an account.
- C. Contact sharing settings are Private.
- D. The contact has NOT been manually shared with the manager.

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

NEW QUESTION: 120

On the Contact record, if a contact has the value of 'CEO' in the Title field, the administrator wants to require the users to also put a phone number in the Phone field.

What formula should the administrator put in the Error Condition Formula of a validation rule to enable this?

- A. Title - 'CEO' && NOT(ISBLANK(Phone))
- B. Title = CEO && ISBLANK(Phone)
- C. Title <> 'CEO' && ISBLANK(Phone)
- D. Title <> 'CEO' && NOT(ISBLANK(Phone))

Answer: B (LEAVE A REPLY)

NEW QUESTION: 121

The sales team at Cloud Kicks is noticing that sales reps are misusing the new Screen Flow tool for data entry, since they are viewed the initial screen after clicking finish.

What should the administrator do to fix this?

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

Answer: (SHOW ANSWER)

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NEW QUESTION: 122

Which feature license is required to use Content? * (1 Point)

- A. Salesforce CRM Content Manager
- B. Salesforce CRM Content User
- C. Salesforce CRM Content Contributor
- D. Salesforce CRM Content Creator

Answer: B (LEAVE A REPLY)

NEW QUESTION: 123

Universal Containers created and tested a new approval process in a developer sandbox. While the approval routings were correct, the approvers were NOT receiving the notification emails.

What could be the cause of this issue?

- A. The email relay is disabled in the sandbox.
- B. Approvals can only be tested in a full or partial data sandbox.

- C. Email deliverability CANNOT be changed in a sandbox.
- D. The email address for the users in the sandbox are invalid.

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

NEW QUESTION: 124

The sales operations team at Universal Containers wants to ensure that when an opportunity is won the custom shipment date field is populated.

How should the administrator configure salesforce to meet this requirement?

- A. Create a validation rule on the opportunity using the ISBLANK() function.
- B. Add a default value to the shipment date using the Today() function.
- C. Create a dependency between the stage and shipment date fields.
- D. Make the shipment date field required on the opportunity page layout.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 125

A sales rep needs to help cross-sell an opportunity but is unable to make updates on the record or update the opportunity team.

Which two options would be required for a sales rep to add a rep to the opportunity team?

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 126

The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log In. The administrator would now like to look at how many users have successfully used it since It was rolled out.

What are two ways the administrator can get this Information?

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 127

How can content types be used in CRM Content? (Choose two answers.) * (1 Point)

- A. With content fields, to control the content detail page layout
- B. With library rules, to limit the number of libraries created

- C. With upload rules, to limit the size of content files.
- D. With validation rules, to capture complete data

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

NEW QUESTION: 128

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

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

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

NEW QUESTION: 129

Universal Containers is using a web-to-lead form to collect contact information on people interested in its product and wants to ensure that these leads are contacted in a timely manner.

The following actions are required:

- send the lead an email with appropriate product information, depending on which product was selected on the web-to-lead form
- Assign the appropriate salesperson to be the lead owner, depending on the product selected
- create a task for the salesperson to follow up with the lead.

At a minimum, which combination of Salesforce automation tools will be required to meet these requirements?

- A. Lead assignment rule and auto response rule.
- B. lead assignment rule and publisher action.
- C. Lead assignment rule and workflow rule
- D. Lead assignment rule, auto response rule and workflow rules

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

NEW QUESTION: 130

Cloud Kicks has a very large knowledge base in Salesforce, Service reps are having a hard time finding the most relevant articles because there are too many search results.

What should the administrator do to help service reps quickly narrow down the number of articles?

- A. Activate and configure Einstein Search.
- B. Implement and configure Data Categories.
- C. Delete and remove old Knowledge articles.
- D. Update Knowledge to auto-search the case's subject.

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

NEW QUESTION: 131

An administrator needs to Import a large amount of historical data (more than 100,000 records) from another system.

how should the administrator import the data?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 132

Which two permissions need to be enabled to set up entitlement management, including milestones, entitlement processes, and entitlement templates?

- A. Manage Entitlements
- B. Manage Milestones
- C. Customize Entitlements
- D. Customize Application

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

NEW QUESTION: 133

Cloud Kicks is looking for a way to back up its data dally.

What should the administrator recommend?

- A. Set up Salesforce's Data Export Service and store the data In the target destination.
- B. Schedule a report and have the data emailed to the admin to put In the target destination.
- C. Use an ETL tool that can be scheduled to extract the data ard push it to the target destination.
- D. Extract the data with the Import Wizard and push it to the target destination.

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

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