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NEW QUESTION: 1

The Service team at Cloud Kicks needs a way to show the current status from the Account on the Case. This value should be on the page and is used in validation rules.

What should the administrator recommend to solve this?

- A. Make a Rollup Summary.
- B. Use a picklist field.
- C. Add a lookup field to Account.
- D. Create a cross-object formula.

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

NEW QUESTION: 2

AW Computing (AVVC) has customers in multiple countries. AWC would like to set up advanced currency management for its system.

Which two considerations should AWC be aware of prior to implementing this change to the existing system?

Choose 2 answers

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

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

NEW QUESTION: 3

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. Configure a U.K Opportunity record type.
- C. Add a new U.K Order Form that has the euro symbol instead of the dollar symbol.
- D. Create a new Price Book for the U.K product pricing.

Answer: (SHOW ANSWER)

NEW QUESTION: 4

DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts.

What should the administrator consider when setting up Collaborative Forecasts?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 5

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

Answer: (SHOW ANSWER)

NEW QUESTION: 6

A user accidentally created a duplicate opportunity and is unable to delete the duplicate record.

What should an administrator do to troubleshoot this issue?

- A. Change the user's profile to System Administrator so they have full permissions to delete object records.
- B. Check the user profile permissions on the Opportunity object to see if they have permission to delete.
- C. Run a report of all opportunities to identify other possible duplicates.
- D. Advise the user to mark the duplicate opportunity Closed Lost and keep it in the system.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 7

As part of their yearly audit, the compliance team at Cloud Kicks would like to track when a user's profile has been changed and who changed the data.

What should the administrator review to meet this requirement?

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

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

NEW QUESTION: 8

Which three fields should be used as filter criteria? Choose 3 answers

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

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

NEW QUESTION: 9

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

Support staff at Cloud Kicks work on multiple accounts and opportunities at the same time, Currently, they are switching between browser tabs, which is tedious and confusing.

Support managers put in a request for a better agent experience.

What should an administrator recommend?

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

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

NEW QUESTION: 11

An administrator has been tasked with sending an email notification to all project team members when project status is changed to Allocated. Project teams contain users from different departments and different roles.

How should an administrator ensure the proper users will receive the email?

- A. Create public groups for each project team and send the email alert to the project group.
- B. Configure a queue for the project team and have members view the queue's list view.
- C. Move the project users to the same role and send the email alert to everyone in the role.
- D. Use sharing rules to automatically share with the individual users in the project team.

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

NEW QUESTION: 12

An administrator would like to know if any other administrators or delegated administrators are using the Log In As a User feature.

Where the administrators should be using the Log In As a User feature.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 13

Ursa Major Solar's administrator has configured multiple record-triggered flows to run before or after the record is saved on the Account object.

What should the administrator consider when a record-triggered flow executes first?

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

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

NEW QUESTION: 14

An administrator wants to determine if brute-force password attacks are being used against the org. A brute-force attack is when multiple password combinations are attempted in a short time period.

Where should the administrator look for more information?

- A. Connected Apps OAuth Usage
- B. User Field History Tracking
- C. Login Forensics
- D. Event Manager

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

NEW QUESTION: 15

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 16

Ursa Major Solar allows accounts to apply for loans to purchase solar panels. Financial information will be stored in a custom object. Only finance team members should see the related financial information about the account.

What kind of field should the administrator create in the custom object?

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

Answer: D (LEAVE A REPLY)

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NEW QUESTION: 17

Sales teams at Cloud Kicks ask each visiting customer to fill out a form that capturing their contact information and some basic footwear preferences. This information is saved to a spreadsheet and used by the sales team to alert their contacts when new shows are added to the inventory that matches their preferences. The sales team wants to be able to track this in Salesforce and see the information when viewing the contact Record.

Which two ways should the administrator configure this requirement?

Choose 2 answers

- A. Lightning Object Creator
- B. Lookup Field

C. Schema Builder

D. Data Loader

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

NEW QUESTION: 18

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

A. The quote has already passed its expiration date.

B. Another quote is already synced with the opportunity and is awaiting approval.

C. The quote has a validation rule preventing it from being updated.

D. Another quote is already synced with the opportunity.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

Ursa Major Solar has a training sandbox with 160MB of test data that needs to be refreshed every other day.

Which two sandboxes should be used in this instance?

Choose 2 answers

A. Full

B. Partial

C. Developer Pro

D. Developer

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

NEW QUESTION: 20

AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a Contact but is unable to do so. The administrator has already updated the page layout to no longer require an Account.

What could be the issue?

A. Private Contacts need to be enabled in Setup.

B. The Account Contact relationship record needs to be deleted first in order to disassociate the Contact from the Account.

C. A primary Account relationship is required on a Contact regardless of the page layout settings.

D. The Contact has indirect relationships to other Accounts.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

Cloud Kicks users report receiving an "Apex CPU time limit exceeded" error message when attempting to close certain opportunity records. This does not occur on every opportunity record change or for every user.

What is the recommended method for the administrator to identify the cause?

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

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

NEW QUESTION: 22

Ursa Major Solar (UMS) wants to improve its customers' ability to search for knowledge articles. UMS has already created categories for articles.

Which two additional changes should be made to improve search capabilities?

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

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

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

NEW QUESTION: 24

Cloud Kicks has two record-triggered flows on the same object. One flow creates a child record when criteria are met. The second record-triggered flow is based on criteria to check if the child record exists and updates a field. The field on the child record that needs to be updated is still null after the second record trigger.

What should the administrator do to resolve this issue?

- A. Make a new record-triggered flow on the child object to update the field on the parent record.
- B. Have the record-triggered flows fire on create or edit to update the field.

C. Combine the two flows into one with checks to see which part of the flow needs to be run.

D. flows into schedule flows and have them update the field.

Answer: (SHOW ANSWER)

NEW QUESTION: 25

Cloud Kicks has created a new flow that deletes records.

What should the administrator consider when testing the flow?

A. Record deleted by Flow when debugging are hard deleted.

B. Flows with delete elements cannot be debugged by the Flow debugged tool.

C. Flow with delete elements need to be inactivate to ensure that the test record is not actually deleted.

D. Even if the flow is inactive, debugging the flow will delete the test record.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 26

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. Use a Get Record component instead of hard coding record IDs.

C. The running user of a flow is the user that last saved the flow.

D. Update Record elements should be placed inside the flow loop.

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 27

The administrator at AW Computing implements multi-factor authentication using the Salesforce Authenticator app downloaded on company-provided iPhones. A sales rep breaks their phone and needs to update an opportunity record.

How should the administrator grant access for the sales rep?

A. Instruct the sales rep to log in from the company's VPN.

B. Add the sales rep's IP address to the trusted IP ranges.

C. Delegate multi-factor identification to the sales rep.

D. Generate a temporary identity verification code for the rep.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 28

When an Account has more than five open opportunities over US\$10,000, the sales rep should have an option on the Account page to start the escalation process to allocate additional resources.

Which two configurations should the administrator create?

Choose 2 answers

- A. Component Visibility filter
- B. Formula field
- C. Roll-Up Summary field
- D. Dynamic Forms

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

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

What action should an administrator take before the Relationship field can be deleted?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

Cloud Kicks users need to link multiple Case records to multiple Outcome records stored in a custom object. Any user that can view the Case record must be able to create a link. The administrator creates a Case Outcome custom object.

What is the recommended option to use when adding a field to Case Outcome?

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

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

NEW QUESTION: 31

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

What should the administrator use to resolve the issues?

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

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 32

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. The label of Location may have been changed.
- C. Location has a master-detail field to Account.
- D. The user's profile needs create access to Location.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 33

Sales reps at AW Computing have asked the Administrator to help them close deals faster on the Salesforce mobile app when they're in the field. They want to be able to quickly close an opportunity and have key fields, like status, pre-populated to Closed Won.

What should an administrator create to achieve this?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 34

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

AW Computing organizes its sales regions as East, Central, and West. Each region has sales reps, a sales director, and sales operations members. The organization-wide default for all objects is set to Private. Members of the operations team for the East region need access to all the accounts and opportunities in the region.

How should the administrator configure this requirement?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

At Ursa Major Solar, there is a custom object called Galaxy. The sales director wants users to only see certain field market.

What Lightning will satisfy this requirement?

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

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

NEW QUESTION: 37

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

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. Data Classification
- C. Field-Level Security
- D. Schema Builder

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

NEW QUESTION: 39

Cloud Kicks (CK) wants the forecast numbers to be shown by territory regardless of who owns the record. CK also wants a way to forecast based on role hierarchy.

Which three options should an administrator recommend?

Choose 3 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

The Cloud Kicks security team has seen an increase in unattended device attacks, where hackers can view sensitive information when users leave devices unlocked in public settings. The security team wants to ensure Salesforce data cannot be viewed after 10 minutes of inactivity.

What is the recommended security setting to configure?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.

- A. Sales manager and system administrator

- B. Who will be able to edit this new contact record?
- C. Users above the sales manager in the role hierarchy
- D. The owner and users below the owner in the role hierarchy
- E. All users in the organization

Answer: D (LEAVE A REPLY)

NEW QUESTION: 42

Cloud Kicks has a Process Builder which should trigger upon a status change from on approval process. The Process Builder triggers if the status is updated manually, but not as a result of the approval process update.

What could the administrator do to troubleshoot the issue?

- A. Change the value with a Specific New Field Value so the Process Builder knows what value to look for.
- B. Check the Approval Process to make sure it is on the correct version.
- C. Turn Recursion the Process Builder under the Advanced Settings so the Process Builder fires again.
- D. Check the Reevaluate Workflow Rules After Field Change box on the Approval Process Field Update Action.

Answer: (SHOW ANSWER)

NEW QUESTION: 43

An administrator recently Implemented multi-factor authentication (MFA) with a standard security level selectee. They are receiving cases that users are unable to log in.

What should me administrator do to troubleshoot?

- A. Temporarily disable MFA.
- B. Check the session security level required at login on the user profile.
- C. Change MF-A to High Assurance.
- D. Reset the user passwords and ask them to try again.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 44

The AW Computing administrator team does significant amounts of work around process automation and ensuring data integrity. When an administrator created a new validation rule in production, the development team complained that their deployment to production failed.

What should be implemented to prevent this conflict from happening?

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 45

What should the administrator consider before enabling Person Accounts?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

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. Users with the View Encrypted Data permission can see the field, regardless of Field-Level Security.
- 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. Encrypted fields are unable to be used the report criteria or list views filters.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

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. Open the Login Access Policies in Setup which shows how many users are using MFA.
- D. The order of flow execution is unpredictable

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

NEW QUESTION: 48

An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object.

What should the administrator consider about the order of execution for flows?

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

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

NEW QUESTION: 49

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

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

NEW QUESTION: 50

Sales managers at Ursa Major Solar have asked for some additional automation around opportunity reminders. If the opportunity is in the Proposal stage a week before the close date, they want an email sent to the opportunity owner and manager. If the Budget Approved custom field is checked, the managers want to be notified immediately.

How should these requirements be met without using code?

- A. Create a record-triggered flow with scheduled paths. Configure the trigger to flow before the record is saved.
- B. Create a schedule-triggered flow. Configure the trigger to flow weekly.
- C. Create a schedule-triggered flow for the Opportunity object. Configure the trigger to flow daily.
- D. Create a record-triggered flow with scheduled paths. Configure the trigger to flow after the record is saved.

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

NEW QUESTION: 51

Universal Containers has a Private sharing model for Accounts and Opportunities. A new team is being created from within the sales team that will be assigned all renewal opportunities. These users will need to see all closed won opportunities while keeping the account private.

How should the administrator meet this requirement?

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 52

An administrator has created a flow that sends platform events whenever an opportunity is updated. An Apex developer has been tasked to write code that listens for these events. When reviewing the debug logs for a user, the developer can see that the flow ran, but the debug information is missing.

What should the administrator recommend to assist with debugging?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 53

Universal Containers wants to assign a task due date on one of two fields. Estimated Shipping Date or Client Need By Date, which is further in the future.

Which two combined automation tools should the administrator use to create the task record and assign based on date criteria?

Choose 2 answers

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

Answer: (SHOW ANSWER)

NEW QUESTION: 54

AW Computing has been advertising a new keyboard that was released at the beginning of the month. The sales team has an additional incentive to add the keyboards to every sale. The administrator already added the product to Salesforce but the reps are unable to select the product on the opportunity.

Which two options should an administrator check to ensure the product is available?

Choose 2 answers

- A. Verify the product has a start date entered.
- B. Confirm the correct price book is selected on the opportunity.
- C. Make sure the price book is in the company currency.
- D. Ensure the product is associated with the correct price book.

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 55

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 56

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

- A. The Product Schedule is unavailable in Process Builder and Flow.
- B. Customizable product schedule page layouts cannot be modified.
- 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: 57

The administrator at AW Computing has received an email for a system error indicating that their organization has reached its hourly limit processing workflow time triggers.

Which two processes should the administrator review? Choose 2 answers

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

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 58

DreamHouse Realty wants to notify an assigned agent when an appointment is booked on a custom object for one of their listed homes along with the total number of appointments booked so far. The administrator has configured a Roll-up Summary for the number of appointments as well as a flow to detect the creation of a new appointment and send the information to the agent.

What consideration about process automation should the administrator be aware of to ensure the right information is delivered?

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

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

NEW QUESTION: 59

A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only see Item records if they are also the owner of the Quota record.

What step should the administrator take to give access to all Item records?

Change the data format of the Quota relationship field from master-detail to lookup.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 60

The sales VP notices several sales reps generating a contract too early in the sales stage. To help correct this behavior, they have requested the Create Contract button only be available when the opportunity reaches... negotiation stage.

How should the administrator meet this requirement?

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

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

NEW QUESTION: 61

A user at Cloud Kicks has informed the administrator that they are unable to log in to Salesforce via multi-factor authentication.

Which two area should the administrator review to understand potential root causes?

Choose 2 answers

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

Answer: C,D (LEAVE A REPLY)

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NEW QUESTION: 62

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. Export
- C. Insert
- D. Update

Answer: A (LEAVE A REPLY)

NEW QUESTION: 63

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

What report type would this be?

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

Answer: (SHOW ANSWER)

NEW QUESTION: 64

The administrator at Cloud Kicks is troubleshooting an issue one user is having with a flow. They have decided to add a debug log to that user.

What debug log category should be used?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 65

A sales rep at Ursa Major Solar was assigned to a role under their manager and is the record owner of several opportunities; however, the sales rep is missing from the manager's forecast.

What should the administrator review to solve this issue?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 66

An administrator is creating a custom Opportunity record page for Sales users for new logo opportunities. They need to control what fields display on the record when a sales user is viewing the opportunity.

Where should the administrator edit what fields display in the details of the record page?

- A. Record Detail Component
- B. Custom Lightning Component
- C. Record Types
- D. Page Layout

Answer: A (LEAVE A REPLY)

NEW QUESTION: 67

At Cloud Kicks, users are able to run reports. However, when users try to export a report, they are taken to a login screen and prompted for additional verification.

What is causing this issue?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 68

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

how should this be accomplished?

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

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

NEW QUESTION: 69

The administrator at Cloud Kicks has been asked to delete a large number of quote line items. They receive a .csv file with the record IDs to be deleted. The administrator uses Data Loader to delete them and selects Use Sulk APL. When the job runs, every record shows an 'entity is deleted' error in the error file that is created.

What is the reason for the error?

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

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

NEW QUESTION: 70

Users at AW Computing use a custom object to manage order*. All profiles share a single page layout. Customer Service and Sales users express frustration overseeing actions that do not always apply to their situation on the page layout.

What should an administrator recommend?

- A. Configure two separate permission sets and assign the appropriate permissions to each user.
- B. Create separate record types for the Customer Service and Sales users' records.
- C. Use Dynamic Actions and conditional visibility to show the appropriate actions to the applicable users.
- D. Make two separate Lightning record pages and assign them to the applicable profiles.

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

NEW QUESTION: 71

AW Computing wants to enable a backup resource to assign permissions while restricting the backup resource's ability to create or modify permission sets.

Which feature should be employed to accomplish this request?

- A. Delegated Administrator

- B. Customize Application Permission
- C. Assignment Rules
- D. View All Users Permission

Answer: A (LEAVE A REPLY)

NEW QUESTION: 72

The operations team at Ursa Major Solar (UMS) currently tracks installations using a spreadsheet. The information captured includes customer name, address, purchase and installation dates, configuration specs, and additional installer instructions. UMS's CEO would like to utilize Salesforce to track this information instead.

Which action should the administrator take to meet this requirement?

- A. Use Schema Builder to create the object and also import the data.
- B. Use Lightning Object Creator to create the object and also import the data.
- C. Use Salesforce REST API to create the object and also import the data.
- D. Use Object Manager to create the object and also import the data.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 73

AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a Contact but is unable to do so. The administrator has already updated the page layout to no longer require an Account.

What could be the issue?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 74

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 75

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

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

NEW QUESTION: 76

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

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

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 77

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

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

NEW QUESTION: 78

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 79

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

What feature should the administrator use to build this functionality?

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 80

Person accounts were recently activated at Cloud Kicks.

There are three record types for accounts:

- * B2B customer
- * B2C Customer
- * External Partner

There are two record types for leads:

- * B2B Lead
- * B2CLead

The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2B Customer and External Partner account record types are available choices on the Conversion Layout.

What should the administrator do to correct this issue?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 81

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. Be sure to test only after business hours the data after deployment.
- D. Make sure change sets are limited to 10,000 files.
- E. Make sure to deploy all dependent components.

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

NEW QUESTION: 82

The distributors at Cloud Kicks are eligible for support based on a specific service contract- How should the administrator show this in Salesforce?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 83

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 84

The administrator at AW Computing has been asked to review whether any users are making configuration changes directly in production.

Which item should the administrator review to find these details?

- A. Organization-Wide Defaults
- B. Login History
- C. Setup Audit Trail
- D. Field History Tracking

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

NEW QUESTION: 85

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

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

NEW QUESTION: 86

AW Computing has implemented the Contacts to Multiple Accounts functionality. Users should be able to distinguish between contacts and related contacts.

What should the administrator do to configure the account page layout?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 87

The Cloud Kicks administrator wants to open up opportunity sharing to directors who oversee regional managers so they can access records to assist regional managers.

What sharing mechanism should be used?

- A. Role Hierarchy
- B. Manual Sharing
- C. Sharing Settings
- D. organization wide Defaults

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

NEW QUESTION: 88

Cloud Kicks has received feedback that customers are frustrated with the amount of time it takes to reach a support agent by area of expertise according to product information after a new case has been submitted.

Which feature should administrator configure in order to improve the case management process?

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

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

NEW QUESTION: 89

Cloud Kicks wants to implement multi-factor authentication (MFA) to help better secure its Salesforce org.

Which two options should the administrator consider to use MFA?

Choose 2 answers

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

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

NEW QUESTION: 90

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 91

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. Clone a change set to add forgotten dependent components to an uploaded change set.
- C. When deploying a new record type, ensure the new record type is the only component in the change set.
- D. Add permissions and access settings to outbound change sets in addition to the dependent component list.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 92

The Cloud Kicks online Lead Intake form was recently updated to allow for new choices on some older picklist fields. The leads are all being created properly in Salesforce, but reps are getting errors as they try to work the leads.

What tool should the administrator use to evaluate what is causing the errors?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 93

Cloud Kicks wants to force its users to set a value for a custom called Tier by answering a series of questions.

What two functions should the administrator use to ensure that users cannot bypass answering these questions in order to determine their Tier value.

Choose 2 answers

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

Answer: (SHOW ANSWER)

NEW QUESTION: 94

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 95

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

What should the administrator configure?

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

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

NEW QUESTION: 96

Cloud Kicks has an export of Order and Order Item data from an enterprise resource planning (ERP) system. The data must be imported into the Salesforce Order and Order Product objects, while maintaining the relationships in the data.

What are two ways the administrator should load the data?

Choose 2 answers

- A.** Use an Insert operation to load data.
- B.** Replace the Salesforce record ID with the External ID.
- C.** Use an Upsert operation to load data.
- D.** Map an External ID data value to the object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 97

The administrator at Cloud Kicks created a flow in a sandbox that walks service agents through the Return Merchandise Authorization creation process. The administrator deployed the flow to production with a Change Set. Users are unable to use the flow in production.

Which step should the administrator take?

Activate the flow administrator take?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

The administrator at Cloud Kicks built a flow in a sandbox. After testing and validating the flow, the administrator plans to promote the flow to the production environment with a change set.

Which three considerations should the administrator be aware of when moving flows with a change set? Choose 3 answers

- A. Flows are automatically activated upon deployment.
- B. Deploying or redeploying a flow with change sets creates a version of the flow in the destination org.
- C. Flow allows only one version of the flow when deployed with a change set.
- D. All flow dependencies are automatically added to the change set.
- E. Flows deployed are inactive and need to be manually activated.

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 99

Universal Containers' support team wants to use Salesforce Knowledge to allow customers and the support team to have access to the product documentation. There are many different types of documentation with usage across the globe.

What feature should the administrator configure?

- A. Setup record types and page layouts.
- B. Create article types.
- C. Define data categories and visibility.
- D. Enable the Case Feed.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 100

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. Turn on Field Tracking.
- C. Make custom fields.
- D. Create a custom object.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 101

A developer is getting errors for Production deployment. The test deployment in the Full sandbox, which included a local test run, was successful. The Full sandbox was last refreshed 2 weeks ago.

Where should the administrator check to see what was recently changed?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 102

Cloud Kicks (CK) has a sneaker maintenance plan that it includes with all orders for its new line of Bluetooth-enabled custom sneakers. The sneaker maintenance plan gives each customer 6 months of phone support in case they have issues with their new sneakers. The administrator at CK is having a hard time keeping up with the work associated with managing the maintenance plan.

What should the administrator do to help manage the plan?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 103

Cloud Kicks (CK) has a backup team of employees that helps short-staffed departments. These users could be working with sales one day and service the next. CK is implementing new Lightning record pages for each department so that they view records in a way that makes sense for each department.

How should the administrator ensure this is configured correctly?

- A. Adjust the profile of the backup users each day to align with the proper access they require.
- B. Configure one app per department and activate record pages for each app.
- C. Create permission sets for each department and assign them to the backup team users.
- D. Allow the backup team users to update their own profile with Delegated Administration.

Answer: (SHOW ANSWER)

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