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NEW QUESTION: 1
An administrator Installed a managed package that contains a permission set group. The permission set group that was installed Includes Delete access on several objects, and the administrator needs to prevent users in the permission set group from being able to delete records.
What should the administrator do to control Delete access?
A. Use a muting permission set with a permission set group to mute selected permissions.
B. Create a new permission set that has Delete access deselected for the objects.
C. Create a new role that prevents Delete permissions from rolling up to the users.
D. Edit the profile for the users to remove Delete access from the objects.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 2
Which two solutions could an administrator find on the AppExchange to enhance their organization?
Choose 2 answers
A. Communities
B. Components
C. Customers
D. Consultants
Answer: (SHOW ANSWER)

NEW QUESTION: 3
Ursa Major Solar has its business hours set from 9:00 AM to 5:00 PM for the reps that are on pacific time. The reps on Eastern Time need business hours set to start 3 hours earlier to cover for support.
How should an administrator solve for this issue?

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

NEW QUESTION: 4
The administrator at Cloud Kicks has created an approval process for time off requests.
Which two automated actions are available to be added as part of the approval process?
Choose 2 answers
A. Chatter Post
B. Auto launched Flow
C. Email Alert
D. Field Update
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 5
An administrator at AW Computing has been asked to help the Support team with report folders. They want a folder called Support Reports and two folders underneath called Helpdesk and R&D. The Support organization uses public groups for Support Agents, R&D, and Managers. Support agents should be able to run Helpdesk reports, but should not be able to view R&D reports. Support managers should be able to view and edit all reports.
Which two ways should these folders be shared?
Choose 2 answers
A. Share the R&D folder with Support Managers with Edit Access.
B. hare the Support Reports folder with Support Agents with View Access.
C. Share the Support Reports folder with Support Managers with Edit Access.
D. Share the Helpdesk folder with Support Agents with View access.
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 6
Universal Containers wants to provide reseller partners with discounted prices on the products they purchase.
How should an administrator configure this requirement?
A. Add a Partner_Discount_c field to the Opportunity
B. Create a separate PriceBook for reseller partners.
C. Build separate reseller partner products.
D. Use a different Opportunity record type.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 7
The Call centre manager in Ursa Major Solar wants to provide agents with a case dashboard that can be drilled down by case origin, status and owner.
What should an Administrator add to the dashboard to fulfil the request?
A. Combination Chart
B. Dashboard Filter
C. Bucket column
D. Dashboard component
Answer: B (LEAVE A REPLY)

NEW QUESTION: 8
Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity.
Which tool should an administrator use to meet this requirement?
A. Path Key fields
B. Dynamic Forms
C. Workflow Rules
D. Opportunity Processes
Answer: (SHOW ANSWER)

NEW QUESTION: 9
When a cloud kicks Opportunity closes, the company would like to automatically create a renewal opportunity.
Which two automation tools should an administrator use to accomplish this request?
Choose 2 answers
A. Approval Process
B. Process Builder
C. WorkFlow Rule
D. Flow Builder
Answer: D (LEAVE A REPLY)

NEW QUESTION: 10
Support reps at Cloud Kicks (CK) are reporting that when they try to close a case, the Closed option in the Case Status picklist is missing. CK has asked the administrator to find a solution.
Why are the support reps unable to see the Closed option in the specified piclist?
A. The Close Case page layout must be used to close a case.
B. The Case record type is missing Closed as a picklist value.
C. The Support Process being used omits Closed as a status choice.
D. The Show Closed Statuses m Case Status Field checkbox is set to the default.
Answer: (SHOW ANSWER)

NEW QUESTION: 11
An Administrator supporting global team of salesforce users has been asked to configure the company settings Which two options should the administrator configure?
Choose 2 Answers
A. Password Policy
B. Default Language
C. Login Hours
D. Currency Local
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 12
The marketing team wants a new picklist value added to the Campaign Member Status field for the upsell promotional campaign.
Which two solutions should the administrator use to modify the picklist field values?
Choose 2 answers
A. Edit the picklist values for the Campaign Status in object Manager.
B. Modify the picklist value on the Campaign Member Statuses related list
C. Mass modify the Campaign Member Statuses related list.
D. Add the Campaign Member Statuses related list to the Page Layout.
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 13
Users at Universal Containers would like to visually see the sales stages on an Opportunity page. The administrator is configuring path for Opportunities.
Which is an important consideration for path configuration?
A. Path can include guidance and key fields for each stage.
B. Celebrations are unable to be added to a path.
C. Kanban views for Path must be configured manually.
D. The Owner field can be edited in the key fields Panel.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 14
An administrator at Universal Container needs an automated way to delete records based on field values.
What automated solution should the administrator use?
A. Flow Builder
B. Automation Studio
C. Workflow
D. Process Builder
Answer: D (LEAVE A REPLY)

NEW QUESTION: 15
The administrator at Ursa Major Solar imported records into an object by mistake.
Which two tools should be used to undo this import?
Choose 2 answers
A. Data Loader
B. Mass Delete Records
C. Data Import Wizard
D. Weekly Data Export
Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 16
Cloud Kicks executives have noticed the opportunity Expected revenue Field displays incorrect values.
How Should the administrator correct this?
A. Change the probability associated with the stage.
B. Adjust the forecast category associated with the stage.
C. Modify the closed won value associated with the stage.
D. Update the expected revenue associated with the stage.
Answer: A (LEAVE A REPLY)

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NEW QUESTION: 17
Cloud Kicks need to be able to show different picklist values for sales and marketing users.
Which two options will meet this requirement?
Choose 2 answers
A. Two permission sets, one record type, one picklist
B. One record type, two profiles, one picklist
C. One page layout, two record types, one picklist
D. Two page layouts, one record type, two picklists
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 18

Cloud Kicks is Introducing a new shoe model and wants to advertise on TV, radio, print, and social under the banner of a called New Runners. In addition, total statistics for this marketing effort need to be aggregated and visible.
Which feature should the administrator use to implement this functionality?
A. Lookup relationship
B. Parent campaign field
C. Junction object
D. Master-detail relationship
Answer: D (LEAVE A REPLY)

NEW QUESTION: 19
An administration needs to store the ID of record type of later use in a flow.
Which kind of variable should the administrator use?
A. Record variable
B. Text variable
C. Boolean variable
D. ID variable
Answer: A (LEAVE A REPLY)

NEW QUESTION: 20
An administrator created a record trigger flow to update contacts.
How should the administrator reference the values of the active record the flow is running on?
A. Use the {!Contact.Id} global variable.
B. Use the $Record global variable.
C. Use the {!Account.Id} record variable.
D. Use the Get Records element to find the Id.
Answer: (SHOW ANSWER)

NEW QUESTION: 21
Cloud Kicks generates leads for its different product categories (shoes, apparel, and accessories) through many different sources. While some lead sources are used for all three categories, other lead sources are specific to a single category. The VP of marketing requests that only the proper lead sources be displayed based on the product category chosen.
How should the administrator configure Salesforce to meet this requirement?
A. Create business processes and record types for each of the three product categories.
B. Create a single business process, then create record types for each product category.
C. Create a dependency between the Product Category field and Lead Source field.
D. Create a page layout for each category and filter the Lead Source field based on category.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 22
New leads need be routed to the correct Sales person based on the lead address.
A. Assign with an escalation rule
B. Configure validation rule
C. Create a formula field
D. Use lead assignment rule
Answer: D (LEAVE A REPLY)

NEW QUESTION: 23
Cloud Kicks has asked the administrator to test a new screen flow that create contacts.
What are two key components of testing the flow?
Choose 2 answers
A. Set Up a flow interview to test the flow.
B. Run the flow using it to create contacts.
C. Use Debug to test the flow in Flow Builder.
D. Test the flow in a sandbox.
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 24
At Universal Containers, there is a custom field on the Lead named Product Category.
Management wants this information to be part of the Opportunity upon lead conversion.
What action should the administrator take to satisfy the request?
A. Create a workflow to update Opportunity fields based on the lead.
B. Create a custom field on the Opportunity and map the two fields.
C. Map the lead custom field to the product's product category field.
D. Configure the product categories picklist field on the product.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 25
Cloud kicks has the organization-wide sharing default set to private on the shoe object.
The sales manager should be able to view a report containing shoe records for all of the sales reps on their team.
Which 3 items should the administrator configure to provide appropriate access to the report?
Choose 3 answers
A. Report subscription
B. Field level security
C. Folder access
D. Custom report type.

Answer: (SHOW ANSWER)

NEW QUESTION: 26
The administrator at DreamHouse Realty added an email quick action to the Case page layout and is unable to see the action on the case feed.
Which feature must be enabled to ensure the quick action will be displayed as expected?
A. Email Notifications
B. Email Alerts
C. Email Templates
D. Email-to-Case
Answer: (SHOW ANSWER)

NEW QUESTION: 27
Users have noticed that when they click on a report In a dashboard to view the report details, the values In the report are different from the values displayed on the dashboard.
What are the two reasons this .Is likely to occur?
Choose 2 answers
A. The current user does not have access to the report folder.
B. The report needs to be refreshed.
C. The dashboard needs to be refreshed.
D. The running dashboard user and viewer have different permissions.
Answer: (SHOW ANSWER)

NEW QUESTION: 28
Executives at Cloud Kicks have reported that their dashboards are showing inaccurate dat a. The administrator has discovered been changing the source reports.
Which two actions should the administrator take to preserve the integrity of the source reports?
Choose 2 answers
A. Move the dashboard to the user's private folder.
B. Change the dashboard to be a dynamic dashboard
C. Create a new report folder with viewer access.
D. Move the dashboard reports to the view-only folder.
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 29
The Support team at Ursa Major Solar prefers using split list views on the case homepage. Occasionally, the team views shipments from another support application.
What should the administrator configure to allow the team to use the split list view?
A. Include the Shipments tab on the app's navigation bar.
B. Add the Manage List Views permission for support users.

C. Filter by a single shipment record type in the list view.
D. Split views are only available on standard objects.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 30
The administrator at AW Computing wants to send off client welcome tasks and a welcome email to the primary contact automatically when an Opportunity is Closed won.
What automation tool best accomplishes this?
A. Approval Process
B. Validation Rule
C. Outbound Message
D. Process Builder
Answer: D (LEAVE A REPLY)

NEW QUESTION: 31
Users at Cloud Kicks are reporting different options when uploading a custom picklist on the Opportunity object based on the kind of opportunity.
Where Should an administrator update the option in the picklist?
A. Fields and relationships
B. Record Type
C. Picklist value sets
D. Related lookup filters
Answer: (SHOW ANSWER)

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NEW QUESTION: 32
An administrator at Dreamhouse Reality needs to Create Customized pages for the salesforce mobile app.
Which two types of pages could an administrator build and customize using the Lightning App Builder?
Choose 2 Answers
A. App page
B. User Page

C. Dashboard page
D. Record Page
Answer: (SHOW ANSWER)

NEW QUESTION: 33
Cloud Kicks users are seeing error messages when they use one of their screen flows. The error messages are confusing but could be resolved if the users entered more information on the account before starting the flow.
How should the administrator address this issues?
A. Create a permission set to allow users to bypass the error.
B. Uncheck the end user Flow Errors box in setup.
C. Remove validation rules so that the users are able to process without complete records.
D. use a fault connector and display a screen with text explaining what went wrong and how to correct it.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 34
Ursa Major Solar has service level agreements (SLA) that are routed to support queues. Cases that meet the 24 hour SLA need to be automatically re-assigned to the next tier queue.
Which feature should be used to fulfill this requirement?
A. Auto-response rule
B. Case assignment rule
C. Case escalation rule
D. Einstein Case Routing
Answer: C (LEAVE A REPLY)

NEW QUESTION: 35
An administrator has assigned a permission set group with the two-factor authentication for User Interface Logins permissions and the two-factor authentication for API Logins permission to a group of users.
Which two prompts will happen when one of the users attempts to log in to Data Loader?
Choose 2 answers
A. Users need to connect an authenticator app to their Salesforce account.
B. Users need to get a security token from a trusted network using Reset My Security Token.
C. Users need to download and install an authenticator app on their mobile device.
D. Users need to enter a verification code from email or SMS, whichever has higher priority.
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 36
Northern Trail Outfitters wants to encourage employees to choose secure and appropriate passwords for their Salesforce accounts.
Which three password policies should an administrator configure?
Choose 3 answers
A. Number of days until expiration
B. Password complexity requirements
C. Prohibited password values
D. Maximum invalid login attempts
E. Require use of Password Manager App
Answer: A,B,D (LEAVE A REPLY)

NEW QUESTION: 37
The administrator at Cloud kicks deleted a custom field but realized there is a business unit that still uses the field.
What should an administrator take into consideration when undeleting the field?
A. The field needs to be re-added to reports.
B. The field history will remain deleted.
C. The field needs to be re-added to page Layouts.
D. The field needs to be restored from the recycle bin.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 38
Which item is available in a Lightning App where visibility is limited to the Salesforce mobile app?
A. Utility Bar
B. Home Page
C. Today
D. Favorites
Answer: A (LEAVE A REPLY)

NEW QUESTION: 39
What should an administrator use as an identifier when importing and updating records from a separate system?
A. Auto-Number field
B. Rich Text field
C. Record ID
D. External ID
Answer: (SHOW ANSWER)

NEW QUESTION: 40

The administrator at Clod Kicks updated the custom object Event to include a lookup field to the primary contact for the event. When running an event report, They want to reference fields from the associated contact record.
What should the administrator do to pull contact fields into the Custom report?
A. Edit the custom Event report type and add fields related via lookup.
B. Create a new report type with event as the primary object and Contact as a related object.
C. Use a dashboard with filters to show Event and Contact data as requested.
D. Configure formula fields on event to populate contact information
Answer: A (LEAVE A REPLY)

NEW QUESTION: 41
Sales reps at Ursa Major Solar are having difficulty managing deals. The leadership team has asked administrator to help sales reps prioritize and close more deals.
the administrator configure to help with these issues?
A. Einstein Activity Capture
B. Einstein Opportunity Scoring
C. Einstein Search Personalization Einstein Lead Scoring
Answer: (SHOW ANSWER)

NEW QUESTION: 42
Ursa Solar Major Is evaluating Salesforce for Its service team and would like to know what objects were available out of the box.
Which three of the standard objects are available to an administrator considering a support use case?
Choose 3 answers
A. Account
B. Contract
C. Ticket
D. Case
E. Request
Answer: A,B,D (LEAVE A REPLY)

NEW QUESTION: 43
Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.
How should the administrator deliver this requirement?
A. An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.

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

NEW QUESTION: 44
An administrator has been asked to change the data type of an auto number to text field.
What should the administrator be aware of before changing the field?
A. Existing field values will remain unchanged.
B. Existing field values will be deleted.
C. Existing auto number field to Text is prevented.
D. Existing field values will be Converted.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 45
An administrator is planning to use Data Loader to mass import new records to a custom object from a new API.
What will the administrator need to do to use the Data Loader?
A. Append their security token at the end of their password to login.
B. Reset their password and their security token.
C. Add a permission set that allows them to import data.
D. Use the Data Import Tool to mass import custom object records.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 46
Cloud Kicks wants users to only be able to choose Opportunity stage closed won if the Lead source has been selected.
How should the administrator accomplish this goal?
A. Modify the Opportunity stage a dependent picklist to the Lead source field.
B. Configure a validation rule requiring Lead Source when the stage is set to closed won.
C. Change the Opportunity stage field to read only on the page layout.
D. Make Lead Source a dependent picklist to the Opportunity stage field.
Answer: (SHOW ANSWER)

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NEW QUESTION: 47
Cloud Kicks want its reports to show a Fiscal Year that starts on February 1 and has 12 months.
How Should the Administrator Address this requirement?
A. Set the Fiscal Year to Standard and the starting month as February.
B. Set the Fiscal Year to Custom and the duration to 4 quarters.
C. Set the Fiscal Year to Standard and the duration to 12 months.
D. Set the Fiscal Year to Custom and the starting month as February.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 48
The Sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing.
Which two features should the administrator configure?
Choose 2 answers
A. Sales Quotes
B. Opportunity Stages
C. Forecasting
D. Opportunity List View
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 49
The IT manager at universal Containers is doing an audit of the systems security.
Mow should the administrator provide a summary of the org's security health?
A. Run a Health Check to identify vulnerabilities.
B. Change the Organization-Wide Default to private to restrict visibility.
C. Turn on Event Monitoring to track user events.
D. Download the last six months of user login data.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 50
A user at Cloud Kicks is having issues logging in to Salesforce. The user asks the administrator to reset their password.
Which two options should the administrator consider when resetting the user's password?
Choose 2 answers
A. Resetting the password will change the user's password policy.

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

NEW QUESTION: 51
New Leads needs to be routed to the correct sales person based on the lead address.
How should the administrator configure this requirement?
A. Configure a validation rule
B. Use lead assignment rules.
C. Create formula field.
D. Assign with an escalation rule.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 52
An administrator at Ursa Major Solar needs to send information to an external accounting system What workflow action should the administrator use to accomplish this?
A. Assign Task
B. Custom Notification
C. Outbound Message
D. Create Record
Answer: C (LEAVE A REPLY)

NEW QUESTION: 53
A new Sales Rep at Ursa Major has a qualified lead that is ready for conversation.
When using the Lead Conversion process, which two records can be Created?
Choose 2 answers
A. Campaign
B. Case
C. Account
D. Contact
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 54
The business development team at Cloud Kicks thinks the account creation process has too many fields to fill out and the page feels cluttered. They have requested the administrator to simplify the process.
Which automation tool should an administrator use?
A. Workflow rule

B. Approval process
C. Flow builder
D. Validation rule
Answer: C (LEAVE A REPLY)

NEW QUESTION: 55
The administrator at AW Consulting has created a custom picklist field. Business users have requested that it be a text field. The administrator attempts to change the field type but, is unable to because it is referenced by other functionalities.
Which functionality is preventing the field type from being changed?
A. Formula fields
B. Javascript
C. Visualforce
D. Record types
Answer: B (LEAVE A REPLY)

NEW QUESTION: 56
An administrator at Cloud Kicks is building a flow that needs to search for records that meet certain conditions and store values from those records in variable for use later in the flow.
What flow element should the administrator add?
A. Get Records
B. Create Records
C. Update Records
D. Assignment
Answer: (SHOW ANSWER)

NEW QUESTION: 57
DreamHouse Realty requires that house showings be scheduled within the current year to prevent too many future showings from stacking up.
How can they make sure Showing Date is only populated with a date this years?
A. Create a report that shows any Showing Dates not scheduled in the current year to the updated.
B. Sync the users' Showing Calendar to Salesforce and filter it to only look at this year.
C. Add Help Text so the user knows to only add a Showing Date within the current year.
D. Create a validation rule that ensures Showing Date contains a date within the current year.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 58

Ursa Major Solar uses Opportunity to track sales of solar energy products. The company has two separate sales teams that focus on different energy markets. The Services team also wants to use Opportunity to track installation. All three teams will need to use different fields and stages.
How Should the administrator configure this requirement?
A. Create three sales processes. Create three record types and one page layout.
B. Create one sales process. Create three record types and three page layouts.
C. Create three sales processes. Create three record types and three page layouts.
D. Create one sales process. Create one record type and three page layouts.
Answer: (SHOW ANSWER)

NEW QUESTION: 59
Universal container has a contact Lightning record Page with a component that shows LinkedIn dat a. The sales team would like to only show this component to sales users when they are on their mobile phones.
Choose 2 Answers.
A. Filter the component visibility with Form Factor = phone
B. Filter the component visibility with User > Role > Name = Sales User.
C. Filter the component visibility with view = Mobile/Tablet.
D. Filter the component visibility with User > Profile > name = sales User.
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 60
The administrator for AW Computing is working with a user who is having trouble togging in to Salesforce.
What should the administrator do to identify why the user Is unable to log in?
A. Check the attempted logins by running the setup audit trail.
B. Pull the password history to ensure the password policy was followed.
C. Reset the security token for the profile.
D. Review the login history for the user.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 61
Northern Trail Outfitters has the Case Object set to private. The support manager raised a concern the reps have a boarder view of data than expected and can see all cases on their groups dashboards.
What could be Causing reps to have inappropriate access to data on dashboards?
A. Dashboard Filters
B. Dynamic Dashboards
C. Public Dashboards.
D. Dashboard Subscriptions

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 62
Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity.
Which tool should an administrator use to meet the requirement?
A. Opportunity processes
B. Path key fields
C. Workflow rules
D. Dynamic forms
Answer: (SHOW ANSWER)

NEW QUESTION: 63
Cloud Kicks wants to track shoe designs by products. Shoe designs should be unable to be deleted, and there can be multiple designs for one product across various stages.
Which two steps should the administrator configure to meet this requirement?
Choose 2 answers
A. Configure a custom lookup field for shoe designs on the Product object.
B. Use the standard object for designs.
C. Add a custom master-detail field for shoe designs on the Product object,
D. Create a custom object for shoe designs.
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 64
Ursa Major classifies its accounts as Silver, Gold, or Platinum Level. When a new case is created for a Silver or Gold partner, it should to the Regular Support Queue. When an account is Platinum Level, it should automatically go to the Priority Support Queue.
What should the administrator use to achieve this?
A. Escalation Rules
B. Assignment Rules
C. Workflow Rules
D. Case Rules

Answer: B (LEAVE A REPLY)

NEW QUESTION: 65
An administrator at Northern Trail Outfitters is unable to add a new user in salesforce.
What could cause this issue?
A. The Username is already in use.
B. The username is less than 80 characters.
C. The Username is a fake email address.
D. The Username is not a corporate email address
Answer: A (LEAVE A REPLY)

NEW QUESTION: 66
The marketing director at Northern Trail Outfitters has requested that the budget field is populated in order for the Lead Status field to be marked as qualified.
What tool should the administrator use to fulfill this request?
A. Validation Rule
B. Workflow Rule
C. Require Field.
D. Lead Conversion.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 67
What are three Setting an administrator should configure to make it easy for approvers to respond to approval requests?
Choose 3 Answers.
A. Specify initial submission actions within the approval process.
B. Enable the organizations Email approval response setting.
C. Update the organizations chatter setting to allow approvals.
D. Add the Items to approve component to the approvers home page.
E. Create a flow to automatically approve all records.
Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 68
Sales reps at Cloud Kicks want to be notified when they have a high likelihood of winning an opportunity over $1,000,000.
Which feature meets this requirement?
A. Activity Timeline.
B. Key Deals
C. Big Deal Alerts
D. Performance chart.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 69
Sales reps at Cloud Kicks want to be notified when they have a high likelihood of winning an opportunity over $1,000,000.
Which feature meets this requirement?
A. Activity Timeline.
B. Big Deal Alerts
C. Performance chart.
D. Key Deals
Answer: (SHOW ANSWER)

NEW QUESTION: 70
An administrator at Universal Containers needs a simple way to trigger an alert to the director of sales when opportunities reach an amount of $500,000.
What should the administrator configure to meet this requirement?
A. Opportunity warning in Kanban View.
B. Set up Big Deal Alerts for the amount.
C. Enable Opportunity Update Reminders
D. Key Deals component on the homepage
Answer: B (LEAVE A REPLY)

NEW QUESTION: 71
An administrator at Cloud Kicks needs to export a file of closed won opportunities from the last 90 days. The file should include the Opportunity Name, ID, Close Date, and Amount.
How should the administrator export this file?
A. Data Export Wizard.
B. Data Import Wizard.
C. Data Export Wizard.
D. Data Loader.
Answer: (SHOW ANSWER)

NEW QUESTION: 72
A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest from online. The team currently does not access to the lead object.
How should an administrator provide proper access?
A. Assign a new role.
B. Set Up Manual Sharing
C. Configure permission sets.
D. Create a new profile
Answer: C (LEAVE A REPLY)

NEW QUESTION: 73
Northern Trail Outfitters has hired interns to enter Leads Into Salesforce and has requested a way to identify these new records from existing Leads.
What approach should an administrator take to meet this requirement?
A. Update the active Lead Assignment Rules.
B. Define a record type and assign it to the interns.
C. Create a separate Lead Lightning App.
D. Set up Web-to-Lead for the interns' use.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 74
Northern Trail Outfitters wants to track ROI for contacts that are key stakeholders for opportunities.
The VP of Sales requested that this information be accessible on the opportunity and available for reporting.
Which two options should the administrator configure to meet these requirements?
Choose 2 answers
A. Customize Opportunity Contact Role.
B. Add the Campaign Member related list to the Opportunity page layout.
C. Customize Campaign Member Role.
D. Customize Campaign Role.
E. Add the Opportunity Contact Role related list to the Opportunity page layout.
Answer: A,E (LEAVE A REPLY)

NEW QUESTION: 75
Which two capabilities are considerations when marking a field as required in Object Manager?
Choose 2 answers
A. The field is universally required to save a record on that object.
B. The field is not required to save records via the API on that object.
C. The field is added to every page layout on that object.
D. The field is optional when saving records via web-to-lead and web-to-case
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 76
DreamHouse Realty (DHR) wants a templated process with a mortgage calculator that generated leads for loans. DHR needs to complete the project within 30 days and has maxed out its budget for the year.
Which AppExchange item should help the administrator to meet the request?
A. Bolt Solutions

B. Lightning Data
C. Lightning Community
D. Flow Solutions
Answer: D (LEAVE A REPLY)

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NEW QUESTION: 77
DreamHouse Realty regularly processes customer requests for warranty work and would like to offer customers a self-serve option to generate cases.
Which two solutions should an administrator use to meet this request?
Choose 2 answers
A. Case Queues
B. Case Escalation
C. Web-to-Case
D. Email-to-Case
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 78
An administrator at Cloud Kicks has a flow in production that is supposed to create new records.
However, no new records are being created.
What could the issue be?
A. The flow is inactive.
B. The flow is read only.
C. The flow URL is deactivated.
D. The flow trigger is missing.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 79
Northern Trail Outfitters wants emails received from customers to generate cases automatically.
How should the administrator ensure that the emails are sent to the correct queue?
A. Create an Escalation Rules to send cases to the correct queue.

B. Configure Email-to-Case so emails are delivered to the correct queue
C. Utilize a flow to identify the correct queue and assign the case.
D. Use a custom email services to set the owner of the case upon creation.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 80
A Sales user is trying to manage Campaign Members for an upcoming networking event. The user can view the Campaign, but add new Campaign Members or update Member statuses.
How can an administrator troubleshoot this problem?
A. Provide the user access to both Leads and Contacts to edit all Members.
B. Run a Campaign report and update any Member information via Data Loader.
C. Make sure the Marketing User Checkbox is checked on the user record page.
D. Create a permission set to allow the user to edit Campaign Members.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 81
Cloud Kicks has a custom object called Shipments. The Company wants to see all the shipment items from an Account page. When an Account is deleted, the shipments should remain.
What type of relationship should the administrator make between Shipments and Account?
A. Accounts should have a master-detail to Shipments.
B. Shipments should have a lookup to Account.
C. Accounts should have a lookup to Shipments.
D. Shipments should have a master-detail to Accounts.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 82
The Marketing team at Cloud Kicks uses campaigns to generate product interest. They want custom picklist values for the campaign member Status field for each campaign they run, currently, they ask the administrator to add or delete values, but this is very time consuming.
Which two user permission should allow the Marketing team to customize the campaign member status picklist values themselves?
Choose 2 answers
A. Create and Edit for Campaign Member
B. Marketing user feature license
C. Edit permission for campaigns
D. Customize Application permission
Answer: (SHOW ANSWER)

NEW QUESTION: 83
Northern Trail Outfitters is using one profile for all of its marketing users, providing read-only access to the Campaign object. A few marketing users now require comprehensive edit access on Campaigns.
How should an administrator fulfil this request?
A. Permission sets
B. Marketing user checkbox
C. Field-level security
D. Organization-wide defaults
Answer: (SHOW ANSWER)

NEW QUESTION: 84
Universal Containers has three separate lines of business. Each line has specific fields that must be displayed to users. However, the fields needed by the sales team are different than the fields needed by the service team.
How should the administrator configure this requirement?
A. Create six record types, each with 1 page layout.
B. Create three record types, each with 2 page layouts.
C. Create two record types, each with 3 page layouts.
D. Create one record type with six Page Layouts.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 85
Universal Containers (UC) would like to count the number of open cases associated with each account and update the account with this value every Friday evening. UC has several hundred open cases at any given time.
What should the administrator use to complete this request?
A. Use a scheduled flow
B. Use a record trigger flow.
C. Use a scheduled process builder.
D. Use a Roll-Up summary.
Answer: (SHOW ANSWER)

NEW QUESTION: 86
The Client services and customer support teams share the same profile but have different permission sets. The Custom Object Retention related list needs to be restricted to the client services teamon the Lightning record page layout.
What should the administrator use to fulfil this request?
A. Record Type Assignment
B. Component Visibility
C. Sharing settings

D. Page Layout Assignment
Answer: (SHOW ANSWER)

NEW QUESTION: 87
The Administrator at Cloud Kicks need to automatically route support cases, regardless of how they are created, to a queue based on case priority.
What tool should the administrator use?
A. Web-to-case
B. Assignment Rules
C. Email-to-Case
D. Auto-Response Rules
Answer: B (LEAVE A REPLY)

NEW QUESTION: 88
An administrator at Universal Containers has been asked to prevent users from accessing Salesforce from outside of their network.
What are two considerations for this configuration?
Choose 2 answers
A. Assign single sign-on to a permission set to allow users to log in when outside the network.
B. Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.
C. Restrict U2F Security Keys on the user's profile to enforce login hours.
D. IP address restrictions are set on the profile or globally for the org.
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 89
The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.
How should this be accomplished from the campaign keeping the associated campaign member history?
A. Add a contact from a campaign member detail page.
B. Clone the lead and convert the cloned record to a contact.
C. Convert the lead from the campaign member detail page.
D. Delete the lead and create a new contact and opportunity.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 90
Cloud Kicks wants a reports to categorize accounts into small, medium, and large based on the dollar value found in the Contract Value Field.
What feature should an administrator use to meet this request?
A. Filter Logic

B. Bucket Column
C. Detail Column
D. Group Rows
Answer: B (LEAVE A REPLY)

NEW QUESTION: 91
The Sales manager at DreamHouse Realty wants the sales users to have a quick way to view and edit the Opportunities in their pipeline expected to close in the next 90 days. What should an administrator do to accomplish this request?
A. Create a list view on the Opportunity object and recommend users switch the view to Kanban to edit by drag and drop.
B. Make a new Sales dashboard and add a component that shows all opportunities that meet the criteria.
C. Create a custom report and schedule the sales users to receive it each day as a reminder to update their opportunities.
D. Enable Sales Console and show users how to open a tab for each opportunity in the pipeline that meets the requirements.
Answer: A (LEAVE A REPLY)

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NEW QUESTION: 92
AW Computing has added a new custom text field called Market Segment on the Lead object. When a Lead is converted, the new field is not getting copied to the Account record. What should the administrator do to ensure the Market Segment field from a Lead is copied to the converted Account record in routine?
A. Write a Validation Rule to ensure the Account has a value in that field.
B. Write a record-triggered flow to copy the custom field from Lead to Account.
C. Ensure the Market Segment field on the Lead is mapped to right field on Account.
D. Ensure Account has a field that has the exact same name as the new Lead field.
Answer: (SHOW ANSWER)

NEW QUESTION: 93

Sales reps miss key fields when filling out on opportunity record through the process. Reps need to move forward Win unable to enter previous stage.
Which three options should the administrator use to address this need?
Choose Three answers
A. Use Validation Rules.
B. Configure Opportunity Path.
C. Use Flow to mark fields required.
D. Enable guided selling.
E. Mark fields required on the page layout.
Answer: (SHOW ANSWER)

NEW QUESTION: 94
The administrator has created new users for ten new employees at Northern Trail Outfitters.
Why are these users unable to access the account object in the Salesforce or?
A. Users' profile requires a sharing rule for Accounts.
B. Organization-wide defaults are set to private.
C. Users' profile requires permission to the Account object.
D. Users' roles are low on the role hierarchy.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 95
DreamHouse reality has an approval process. A manager attempts to approve the record but receives an error.
What should an administrator review to troubleshoot this request?
A. Review the page layout to ensure, the fields updated in the process are visible
B. Add a delegated approver for the next approver in the process.
C. Update the field level security to view on fields that are updated in the process.
D. Check if the user in the next approver is inactive or missing
Answer: D (LEAVE A REPLY)

NEW QUESTION: 96
Sales Users at Cloud Kicks are requesting that the data in the industry field on the Account object displays on the Opportunity page layout.
Which type of the field should an administrator create to accomplish this?
A. Cross Object Formula Field
B. Master detail relationship Field
C. Custom Account Field
D. Standard Account Field.
Answer: (SHOW ANSWER)

NEW QUESTION: 97
The VP of sales at Dreamhouse Realty has requested a dashboard to visualize enterprise sales across the different teams. The key place of data is the total of all sales for the year and the progress to the enterprise sales goal.
What dashboard component will effectively show this number and the proximity to the total goal as a single value?
A. Donut
B. Stacked Bar
C. Table
D. Gauge
Answer: D (LEAVE A REPLY)

NEW QUESTION: 98
The VP of Sales at Cloud Kicks is receiving an error message that prevents them form saving an Opportunity. The administrator attempted the same edit without receiving an error.
How can the administrator validate the error the user is receiving?
A. Log in as the user
B. Review the sharing model
C. Edit the page layout.
D. View the setup audit trail.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 99
The support manager at Cloud Kicks wants to respond to customers as quickly as possible. They have requested that the response include the top five troubleshooting tips that could help solve the customer's issue.
What should the administrator suggest to meet these requirement?
A. Auto-Response Rules
B. Assignment Rules
C. Knowledge Articles
D. Email Alerts
Answer: (SHOW ANSWER)

NEW QUESTION: 100
Customer service accesses articles with the Knowledge Lightning component on the Service Cloud Console. Billing department users would like similar functionality on the case record without using the console.
How should the administrator configure this request?
A. Add the Knowledge related list to the page layout.
B. Add the knowledge component to the page layout.

C. Add the knowledge related list to the record page
D. Add the Knowledge component list to the page layout.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 101
At universal Containers, users would like to be able to share Salesforce records with other members of their team, while collaborating around general topics as well.
Which are two considerations for enabling this functionality?
Choose 2 answers
A. Collaboration groups are created automatically for every department.
B. Object layouts should be configured to include the groups related list.
C. An administrator needs to create a group to enable record sharing
D. The Add Record action must be configured in the group publisher.
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 102
Cloud Kicks (CK) is partnering with a used shoe store and second-hand bicycle emporium. CK has an automated business process it wants to run once a week to count the number of open cases related to an account.
How should the administrator recommend automating this business process?
A. Create a workflow rule with an outbound message.
B. Use a process to update the account when it is edited
C. Set up a scheduled process in Process Builder.
D. Configure a scheduled flow in flow Builder.
Answer: (SHOW ANSWER)

NEW QUESTION: 103
An Administrator wants to trigger a follow-up task for the opportunity owner when they close an opportunity as won and another task after 60 days to check in with the customer. which two automation tools should the administrator use?
Choose 2 answers
A. process builder
B. Outbound Message
C. Field Update
D. workflow Rule
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 104
Universal Containers (UC) customers have provided feedback that their support cases are not being responded to quickly enough. UC wants to send all unassigned Cases that have been open for more than 2 hours to an urgent Case queue and alert the support manager.

which feature should an administrator configure to meet this requirement?
A. Case Scheduled Reports.
B. Case Dashboard Refreshes.
C. Case Assignment Rules.
D. Case Escalation Rules.
Answer: (SHOW ANSWER)

NEW QUESTION: 105
Which three items are available in the mobile navigation menu?
Choose 3 answers
A. Lightning App Pages
B. Chatter
C. Dashboards
D. Lightning Home Page
E. Utility Bar
Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 106
The administrator at Ursa Major Solar has been asked to change the Work Item and Project custom object relationship from a master-detail to a lookup.
Which scenario could prevent the administrator from fulfilling this requirement?
A. The lookup field is required for saving records.
B. A junction object is required to support the lookup.
C. Roll-up summary fields exist on the master object.
D. The lookup field in all the records contains a value.
Answer: C (LEAVE A REPLY)

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