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NEW QUESTION: 1

Cloud Kicks wants to update a screen flow so that if the checkbox field High Value Customer is set to true, the first screen is skipped and the user is directed to the second screen.

How should the administrator configure the decision element?

A. Use the equals operator and {!$GlobalConstant.True} as the value.

B. Use the equals operator and "High Value Customer" as the value.

C. Use the contains operator and {!$GlobalConstant.False} as the value.

D. Use the contains operator and "High Value Customer" as the value

Answer: A (LEAVE A REPLY)

The equals operator is an operator that compares two values and returns true if they are equal or false if they are not equal; it can be used in decision elements in flow builder to check if two values match certain criteria. The {!$GlobalConstant.True} value is a global constant value that represents true in flow builder; it can be used in decision elements in flow builder as one of the values being compared. Using equals operator and {!$GlobalConstant.True} as value can help Cloud Kicks update screen flow so that if checkbox field High Value Customer is set true first screen is skipped by using equals operator compare High Value Customer field value with {!$GlobalConstant.True} value in decision element output connector conditions; if condition is met first screen is skipped else first screen is shown. Using equals operator "High Value Customer" as value contains operator {!$GlobalConstant.False} as value contains operator "High Value Customer" as value are not valid options for updating screen flow skip first screen if checkbox field High Value Customer is set true because they either use wrong values wrong operators compare checkbox field values. Reference:
https://help.salesforce.com/s/articleView?id=sf.flow_ref_operators.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_decision.htm&type=5

NEW QUESTION: 2

Northern Trail Outfitters (NTO) has deployed my domain. The Chief Marketing Officer wants to make sure that all of the Salesforce users log in using the branded login URL. There needs to be a grace period for the user's bookmarks to be updated.
How should the administrator configure the policies in my domain settings?
A. Set the login policy to require login from https://nto.my.salesforce.com
B. Set the Redirect policy to Do Not redirect.
C. Set the redirect policy to Redirect with a warning to the same page within the domain.
D. Set the login policy to prevent login from https://login.salesforce.com
Answer: C (LEAVE A REPLY)
To make sure that all of the Salesforce users log in using the branded login URL after deploying my domain, and give them a grace period for updating their bookmarks, the administrator should set the Redirect policy to Redirect with a warning to the same page within the domain. This will redirect users who try to log in from https://login.salesforce.com or another domain to https://nto.my.salesforce.com, and show them a warning message that they need to update their bookmarks. Setting the Login policy or preventing login from https://login.salesforce.com will not redirect users or give them a warning. Filtering with Form Factor will not affect login URL. Reference:
https://help.salesforce.com/s/articleView?id=sf.domain_mgmt_redirect.htm&type=5

NEW QUESTION: 3
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. Create a permission set to allow the user to edit Campaign Members.
B. Provide the user access to both Leads and Contacts to edit all Members.
C. Make sure the Marketing User Checkbox is checked on the user record page.
D. Run a Campaign report and update any Member information via Data Loader.
Answer: C (LEAVE A REPLY)
To allow a user to add new Campaign Members or update Member statuses, the administrator should make sure that Marketing User Checkbox is checked on the user record page. This checkbox enables users to create, edit, and delete campaigns, configure advanced campaign setup, import leads, manage campaign members, and update campaign history via mass update. The checkbox also requires users to have Read and Edit permissions on campaigns and leads/contacts. Creating a permission set, providing access to both Leads and Contacts, or running a Campaign report will not enable users to manage Campaign Members. Reference: https://help.salesforce.com/s/articleView?id=sf.campaigns_enable.htm&type=5

NEW QUESTION: 4
The Administrator at Universal Container wants to add branding to salesforce.
Which two considerations should the administrator keep in mind?
Choose 2 Answers
A. Only one theme can be active at a time, and a theme applies to the entire org.

B. Themes apply to salesforce classic and to the salesforce mobile app.
C. Up to 150 custom themes can be created, modified, or cloned from the built-in themes.
D. Chatter external users see the built-in Lightning theme only.
Answer: (SHOW ANSWER)
Themes are a way to customize the look and feel of Salesforce by changing the colors, images, and logos that appear on Lightning Experience pages. However, there are some limitations and considerations when using themes, such as: only one theme can be active at a time, and a theme applies to the entire org; themes apply only to Lightning Experience and do not affect Salesforce Classic or the Salesforce mobile app; up to 300 custom themes can be created, modified, or cloned from the built-in themes; Chatter external users see the built-in Lightning theme only and cannot see custom themes. Reference: https://help.salesforce.com/s/articleView?id=sf.themes_overview.htm&type=5

NEW QUESTION: 5
DreamHouse Realty regularly holds open houses for the selling of both houses and condominiums. For condominium open houses, there are a few extra steps that need to be taken. Agents need to be able to submit requests and receive approvals from the homeowners' association.
How can the administrator ensure these extra steps only appear when creating open house records for condominiums?
A. Create one page layout. Use record types to ensure the proper status picklist values display.
B. Create two page layouts. Use business processes and record types to display the appropriate picklist values.
C. Create one page layout. Use business processes to ensure the proper status picklist values display.
D. Create two page layouts, one with a House Status field and the other with a Condominium Status field.
Answer: (SHOW ANSWER)
To ensure extra steps only appear when creating open house records for condominiums, an administrator can use two methods: create two page layouts; and use business processes and record types to display appropriate picklist values. A page layout is a feature that allows administrators to control how fields, related lists, buttons, etc., are arranged on a record detail or edit page for each object. An administrator can create two page layouts for open house records - one for houses and one for condominiums - and include different fields or sections for each page layout based on their requirements. A business process is a feature that allows administrators to define and enforce stages that records must go through based on their record type such as lead status or opportunity stage. A record type is a feature that allows administrators to offer different business processes, picklist values, page layouts etc., to different users based on their profile or role. An administrator can create two record types for open house records - one for houses and one for condominiums - and assign different business processes and picklist values for each record type based on their requirements. Reference:
https://help.salesforce.com/s/articleView?id=sf.customize_pagelayouts_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 6

The administrator at Northern Trail Outfitters has been using a spreadsheet to track assigned licenses and permission sets.

What feature can be used to track this in Salesforce?

A. Login History

B. Lightning Usage App

C. User Report

D. Permission Set Groups

Answer: C (LEAVE A REPLY)

To track assigned licenses and permission sets in Salesforce instead of using a spreadsheet, an administrator should use User Report type on Report object. User Report type allows creating reports that show information about users such as their profile, role, license type, active status, login history etc. It also allows adding fields related to permission sets such as Permission Set Assignments or Permission Set License Assignments. For example, an administrator can create a User Report that shows user name, profile name, user license name, permission set assignments count etc. Login History, Lightning Usage App, or Permission Set Groups are not features that can be used to track assigned licenses and permission sets in Salesforce. Reference:
https://help.salesforce.com/s/articleView?id=sf.reports_report_types_standard_user.htm&type=5

NEW QUESTION: 7

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

Which feature should an administrator use to fulfill this request?

A. Predefined Field Values

B. Global Value Picklists

C. Dependent Picklists

D. Validation Rules

Answer: (SHOW ANSWER)

To require users to follow the status values as they are on the path and prevent them from reverting back to previous status values, the administrator should use validation rules that check if the status field value is changed from one value to another value that is not allowed by business logic. For example, if status values are New > In Progress > Closed, then a validation rule can check if status is changed from Closed to In Progress or New, and show an error message if true. Predefined Field Values, Global Value Picklists, and Dependent Picklists are not able to enforce status progression or prevent status reversion. Reference: https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

NEW QUESTION: 8

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

How Should the Administrator Address this requirement?

A. Set the Fiscal Year to Custom and the 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 starting month as February.
D. Set the Fiscal Year to Standard and the duration to 12 months.
Answer: A ([LEAVE A REPLY])
A standard fiscal year starts on January 1 and ends on December 31. A custom fiscal year can be set to start on any month and end on any month. In this case, Cloud Kicks wants its fiscal year to start on February 1 and end on January 31. This can be achieved by setting the fiscal year to Custom and the starting month to February.
Setting the fiscal year to Standard and the starting month to February will not work, as the standard fiscal year starts on January 1. Setting the fiscal year to Custom and the duration to 4 quarters will not work, as the duration of a fiscal year is 12 months. Setting the fiscal year to Standard and the duration to 12 months will not work, as the standard fiscal year starts on January 1.
Custom fiscal years are fiscal years that follow a custom-defined structure that differs from the Gregorian calendar. They can be used by organizations that have fiscal years that start on a different month than January or have fiscal years that are divided into custom periods such as quarters or weeks. To set up a custom fiscal year that starts on February 1 and has 12 months, an administrator needs to set the fiscal year to custom and the starting month as February in the fiscal year settings. Setting the fiscal year to standard or the duration to 4 quarters does not meet the requirement of having a custom fiscal year that starts on February 1. Reference:
https://help.salesforce.com/s/articleView?id=sf.admin_fiscal_year.htm&type=5

NEW QUESTION: 9
Universal Containers introduced a new product and wants to track all associated cases that get logged. They are looking for an automated solution that would give the product's two lead engineers read/write access to all new cases that reference the new product.
What should an administrator do to satisfy this requirement?
A. Create a queue and a criteria-based sharing rule.
B. Create a predefined case team and an assignment rule.
C. Create a user-based sharing rule and an ad-hoc case team.
D. Create an auto-response rule and a public group.
Answer: A ([LEAVE A REPLY])
To track all cases that reference the new product and give read/write access to the product's two lead engineers, the administrator should create a queue and a criteria-based sharing rule. The queue will allow assigning cases that meet certain criteria, such as having a specific value in the Product field, to a group of users. The criteria-based sharing rule will grant read/write access to the queue members for cases that match the same criteria. Reference: https://help.salesforce.com/s/articleView?id=sf.queues_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.sharing_criteria.htm&type=5

NEW QUESTION: 10

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.

Explanation:
Page layout editor is a tool that allows you to customize the layout and organization of detail and edit pages for a specific object and record type combination. You can use page layout editor to make fields editable or read-only on page layouts for different profiles or record types. After resetting a password, the user may be required to activate their device by entering a verification code sent to their email address or phone number before they can log in to Salesforce. This is a security feature that helps prevent unauthorized access to Salesforce from unknown devices or browsers. Reference:
https://help.salesforce.com/s/articleView?id=sf.customize_layoutedit.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.identity_verification.htm&type=5

NEW QUESTION: 11

Support agent at Cloud Kicks are spending too much time finding resources to solve cases.
The agents need a more efficient way to find documentation and similar cases from the Case page layout.
How should an administrator meet this requirement?

A. Create a custom object to capture popular case resolutions.

B. Use an interview flow to capture Case details.

C. Direct users to Global Search to look for similar cases.

D. Configure Knowledge with articles and data categories.

Answer: D (LEAVE A REPLY)

Knowledge is a feature that can be used to meet this requirement. Knowledge allows users to create, manage, and share articles that provide information and solutions for common issues or questions. Data categories can be used to organize articles into different topics and make them easier to find and access. Users can view related articles from the Case page layout based on the data category of the case. Reference: https://help.salesforce.com/s/articleView?id=sf.knowledge_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.knowledge_categories.htm&type=5

NEW QUESTION: 12

Users at Cloud Kicks want to be able to create a task that will repeat every two weeks.
What should an administrator do to meet the requirement?

A. Enable Creation of Recurring Tasks.

B. Flow to create recurring tasks.
C. Workflow rule to create recurring tasks.
D. Turn on Recurring Activities.
Answer: A (LEAVE A REPLY)
Recurring tasks are tasks that repeat at regular intervals, such as daily, weekly, monthly, etc. They can be created by users who have the permission to create recurring tasks, which can be enabled by administrators in the user profile settings. Flow, workflow rule, and recurring activities are not valid options for creating recurring tasks in Salesforce. Reference: https://help.salesforce.com/s/articleView?id=sf.tasks_recurring.htm&type=5

NEW QUESTION: 13
Universal Containers has a private sharing model for Opportunities and uses Opportunity teams. Criteria-based sharing rules a sales rep at Universal Containers leaves the company and their user record is deactivated. The rep is later rehired in V administrator activates the old user record. The user is added to the same default Opportunity teams but h no longer able records the user worked on before leaving the company.
What is the likely cause?
A. The stage of the Opportunity records was changed to closed lost.
B. Permission sets were removed when the user was deactivated.
C. The record type of the Opportunity records was changed.
D. The records were manual shared with the user.
Answer: D (LEAVE A REPLY)
The likely cause for why a rehired user is no longer able to access records they worked on before leaving the company is that the records were manually shared with the user. Manual sharing allows granting access to individual records to specific users or groups. However, manual sharing is removed when a record owner changes or when a user's role changes. When a user is deactivated, their role is removed and any manual sharing involving that user is deleted. When a user is reactivated, their role is restored but manual sharing is not. Therefore, the rehired user will not have access to records that were manually shared with them before deactivation. The stage of Opportunity records, permission sets, or record type of Opportunity records are not likely causes for why a rehired user is no longer able to access records they worked on before leaving the company. Reference: https://help.salesforce.com/s/articleView?id=sf.sharing_manual.htm&type=5

NEW QUESTION: 14
Which two capabilities are considerations when marking a field as required in Object Manager?
Choose 2 answers
A. The field is not required to save records via the API on that object.
B. The field is universally required to save a record on that object.
C. The field is added to every page layout on that object.
D. The field is optional when saving records via web-to-lead and web-to-case
Answer: A,B (LEAVE A REPLY)

When you mark a field as required in Object Manager, the field is universally required to save a record on that object in the user interface. However, the field is not required to save records via the API on that object, unless you also mark it as required on the page layout.

NEW QUESTION: 15

The administrator are Cloud Kicks created a new field for tracking returns on their new cloud shoe. A user has submitted case to the administrator indication that the new field is unavailable.
Which two steps should an administrator do to troubleshoot this issue?
Choose 2 answers

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

Answer: (SHOW ANSWER)

Page layout and field level security are two factors that determine whether a user can see a new field on a record. To troubleshoot this issue, the administrator should ensure that the page layout for the user's profile has been updated to include the new field and that the field level security of the field for the user profile allows read or edit access. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_layoutoverview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.admin_fls.htm&type=5

NEW QUESTION: 16

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

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

Answer: B (LEAVE A REPLY)

Report type is a tool that can be used to pull contact fields into the custom report for Event. Report type defines the set of records and fields available to a report based on the relationships between a primary object and its related objects. To edit the custom Event report type and add fields related via lookup, go to Setup > Report Types and select the Event report type. Then click Edit Layout and drag the fields from the Contact object to the layout. Reference: https://help.salesforce.com/s/articleView?id=sf.reports_builder_create_report_type.htm&type=5

NEW QUESTION: 17
The administrator at cloud kicks has been ask to change the company's Shoe style field to prevent users from selecting more than one style on a record.
Which two steps should an administrator do to accomplish this?
Choose 2 answers
A. Reactivate the appropriate Shoe Style values after the field type changes.
B. Select the "Choose only one value "checkbox on the pick list field.
C. Back-up the Shoe Style values in existing records.
D. Change the field type from a multi-select picklist field to a picklist field.
Answer: B,D (LEAVE A REPLY)
To prevent users from selecting more than one value on a picklist field, the administrator needs to change the field type from a multi-select picklist to a regular picklist, and select the "Choose only one value" checkbox on the field definition page. This will ensure that only one value can be selected on the record page and in reports and filters. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_picklists.htm&type=5

NEW QUESTION: 18
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 List View
C. Forecasting
D. Opportunity Stages
Answer: C,D (LEAVE A REPLY)
Forecasting is a feature that allows you to predict and plan the sales cycle from pipeline to closed sales, and manage sales expectations throughout your organization. Opportunity stages are the steps that an opportunity goes through as it moves from creation to close, and they determine the probability and forecast category of the opportunity. Reference: https://help.salesforce.com/s/articleView?id=sf.forecasting3_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.customize_opptystages.htm&type=5

NEW QUESTION: 19

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

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

To provide appropriate access to a report that contains shoe records for all of the sales reps on their team, the administrator should configure three items:
A custom report type that includes the shoe object and its fields
A folder access that grants access to the sales manager and their team members to view and run reports in that folder A field level security that allows the sales manager and their team members to see all the fields on the shoe object Report subscription, while useful for scheduling and delivering reports, does not affect access to the report itself. Reference:
https://help.salesforce.com/s/articleView?id=sf.reports_builder_create_report_type.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.reports_manage_folders.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.admin_fls.htm&type=5

NEW QUESTION: 20

DreamHouse reality has an approval process. A manager attempts to approve the record but receives an error.
What should an administrator review to troubleshoot this request?

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

Answer: C (LEAVE A REPLY)

One possible reason why a manager receives an error when trying to approve a record is that the user in the next approver step is inactive or missing, which means there is no valid user to assign the record to after approval. To troubleshoot this issue, an administrator should check if the user in the next approver step is active and exists in Salesforce; if not, they should activate or create the user or change the approval process to assign the record to another user. Adding a delegated approver for the next approver in the process does not solve this issue because delegated approvers are only used when approvers are unavailable; they do not replace approvers who are inactive or missing. Updating the field level security to view on fields that are updated in the process does not solve this issue because field level security does not affect approval processes; it only affects what fields users can see or edit on page layouts. Reviewing the page layout to ensure fields updated in the process are visible does not solve this issue because page layouts do not affect approval processes; they only

affect what fields users can see or edit on page layouts. Reference:
https://help.salesforce.com/s/articleView?id=sf.approvals_considerations.htm&type=5

NEW QUESTION: 21
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,C (LEAVE A REPLY)
Running the flow using it to create contacts and using debug to test the flow in Flow Builder are two key components of testing a new screen flow that creates contacts. Running the flow allows the administrator to see how the flow behaves in real time and check for any errors or unexpected results. Debugging the flow allows the administrator to simulate how the flow runs with different inputs and outputs and check for any logic or syntax errors. Setting up a flow interview or testing the flow in a sandbox are not necessary for testing a screen flow that creates contacts. Reference:
https://help.salesforce.com/s/articleView?id=sf.flow_test.htm&type=5

NEW QUESTION: 22
Northern Trail Outfitters wants emails received from customers to generate cases automatically.
How should the administrator ensure that the emails are sent to the correct queue?
A. Utilize a flow to identify the correct queue and assign the case.
B. Use a custom email services to set the owner of the case upon creation.
C. Create an Escalation Rules to send cases to the correct queue.
D. Configure Email-to-Case so emails are delivered to the correct queue
Answer: (SHOW ANSWER)
Email-to-Case allows administrators to set up routing addresses that automatically create cases from incoming emails and assign them to queues based on predefined criteria. This way, emails from customers can generate cases automatically and be sent to the correct queue. A flow is a tool for building automated processes, but it is not designed for email routing. A custom email service is a way to process inbound emails using Apex code, but it requires coding skills and is more complex than Email-to-Case. An escalation rule is a way to escalate cases based on certain conditions, but it does not create cases from emails or assign them to queues. Reference:
https://help.salesforce.com/s/articleView?id=sf.customize_email2case.htm&type=5

NEW QUESTION: 23
Cloud Kicks (CK) captures whether an opportunity should be reviewed by someone in product engineering with a checkbox field called Needs Review. CK also has a picklist field on the opportunity

for Product Type. When a sales rep saves an opportunity, they need to select the Product Type or check the Needs Review box.

What should an administrator use to accomplish this?

A. Before Save flow

B. Validation rule

C. Workflow rule

D. Required fields

Answer: B ([LEAVE A REPLY])

A validation rule is a feature that allows administrators to define criteria for data entry or import operations and display an error message when those criteria are not met. For example, a validation rule can require users to select a product type or check a needs review box when saving an opportunity by using an OR function that evaluates both fields. If neither field is populated, then the validation rule will prevent users from saving records with an error message. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

NEW QUESTION: 24

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. IP address restrictions are set on the profile or globally for the org.

B. Assign single sign-on to a permission set to allow users to log in when outside the network.

C. Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.

D. Restrict U2F Security Keys on the user's profile to enforce login hours.

Answer: ([SHOW ANSWER])

Two considerations for preventing users from accessing Salesforce from outside of their network are: IP address restrictions are set on the profile or globally for the org, which limit login access based on IP ranges specified by an administrator Restrict U2F Security Keys on the user's profile to enforce login hours, which require users to use security keys during certain hours of day Assigning single sign-on to a permission set or enforcing Login IP Ranges on Every Request will not prevent users from accessing Salesforce from outside of their network. Reference: https://help.salesforce.com/s/articleView?id=sf.security_networkaccess.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.security_keys_restrict.htm&type=5

NEW QUESTION: 25

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

How should an administrator configure this requirement?

A. Select the requirement checkbox next to the loss reason field on the page layout.

B. Create a validation rule to display an error if stage is Closed lost and Loss Reason is blank.

C. Check the required checkbox on the Loss Reason field in Object Manger.

D. Configure a workflow rule to display an error if Loss Reason is blank

Answer: B (LEAVE A REPLY)

Validation rule is a tool that can be used to enforce data quality and business logic by preventing users from saving records that do not meet certain criteria. In this case, a validation rule can be created on the Opportunity object to display an error message if the Stage field is Closed lost and the Loss Reason field is blank. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

NEW QUESTION: 26

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

What should the administrator do to meet this requirement?

A. Assign the standard System Administrator profile to the analytical user.

B. Give the user View all access and assign them to the highest role in the role hierarchy.

C. Create and assign a custom profile with Delete access removed for each object.

D. Create and assign a permission set that includes Read, Create, and Edit access

Answer: C (LEAVE A REPLY)

A custom profile is a profile that can be created and customized by administrators to define what users can see and do in Salesforce based on their job function or role. It can be used by Cloud Kicks to give read, create, and edit access for objects and restrict users from deleting any records by creating and assigning a custom profile with delete access removed for each object in the object settings. Assigning the standard system administrator profile to analytical user, giving user view all access and assigning them to highest role in role hierarchy, or creating and assigning permission set that includes read, create, and edit access are not solutions for giving read, create, and edit access for objects and restricting users from deleting any records; they either give too much access or do not remove delete access. Reference: https://help.salesforce.com/s/articleView?id=sf.users_profiles.htm&type=5

NEW QUESTION: 27

An administrator at Ursa Major Solar just learned about the AppExchange and how helpful it can be to the company's business.

Which two actions can be accomplished via the AppExchange?

'Choose 2 answers

A. Find certified developers and consultants.

B. Download the Dataloader data tool.

C. Install industry-specific solution templates.

D. Download standard Lightning components.

Answer: (SHOW ANSWER)

The AppExchange is an online marketplace where customers can find apps, components, consultants, developers, and more to extend Salesforce functionality or solve specific business challenges. Some of the actions that can be accomplished via AppExchange are finding certified developers and consultants who can help with custom development or implementation projects; installing industry-specific solution templates that provide preconfigured apps, dashboards, reports etc., for various industries such as manufacturing or healthcare; downloading free tools or components that enhance productivity or user experience; browsing reviews or ratings from other customers who have used certain products or services; etc. Reference: https://appexchange.salesforce.com/

NEW QUESTION: 28

Cloud Kicks has decided to delete a custom field.

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

A. The data in the field is stored for 20 days.

B. The data is permanently deleted.

C. The data associated with the field is required.

D. The data is restorable from the recycle bin.

Answer: A (LEAVE A REPLY)

When you delete a custom field, the data in that field is stored for 20 days before it is permanently deleted. During this time, you can restore the field and its data from the Recycle Bin or use Data Loader to export the data. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_del_field.htm&type=5

NEW QUESTION: 29

The administrator at Cloud Kicks has been asked to replace two old workflow rules that are doing simple field updated when a lead is created to improve processing time.

What tool should the administrator use to replace the workflow rules?

A. Quick Action Flow

B. Before Save Flow

C. Scheduled Flow

D. Screen Flow

Answer: B (LEAVE A REPLY)

Before Save Flows are a type of record-triggered flow that run before a record is saved and can update fields on that record without any additional actions or DML operations. They are faster and more efficient than workflow rules or process builder for simple field updates when a record is created or updated. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_concepts_before_save_update.htm&type=5

NEW QUESTION: 30

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. Enable guided selling.

B. Use Validation Rules.

C. Configure Opportunity Path.

D. Use Flow to mark fields required.

E. Mark fields required on the page layout.
Answer: A,B,E (LEAVE A REPLY)
Guided selling, validation rules, and required fields on the page layout are three options that can be used to ensure sales reps fill out key fields when working on an opportunity through the process. Guided selling allows administrators to add prompts and guidance at each stage of the path to help reps move forward with confidence. Validation rules allow administrators to enforce data quality and business logic by preventing reps from saving records that do not meet certain criteria. Required fields on the page layout allow administrators to make certain fields mandatory for reps to enter before saving records. Configuring opportunity path can help reps visualize and update key fields at each stage, but it does not make them required or prevent them from moving forward without entering them. Using flow to mark fields required is not possible because flows cannot modify page layouts or field properties. Reference: https://help.salesforce.com/s/articleView?id=sf.path_guided_selling.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.validation_rules.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.fields_defining_field_properties.htm&type=5

NEW QUESTION: 31
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. Opportunity Processes
B. Dynamic Forms
C. Path Key fields
D. Workflow Rules
Answer: (SHOW ANSWER)
To surface important values based on stage of opportunity , an administrator should use Path Key fields feature on Opportunity object . This feature allows adding up to five fields that display key information about each stage along path . Users can edit these fields inline without leaving path . For example , an administrator can add Amount , Close Date , Next Step , Probability , and Stage fields as key fields for Opportunity path . Opportunity Processes , Dynamic Forms , and Workflow Rules are not tools for surfacing important values based on stage of opportunity . Reference : https :// help . salesforce . com / s / articleView ? id = sf . lex_path_setup_key_fields . htm & type = 5

NEW QUESTION: 32

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

A. Configure validation rule

B. Use lead assignment rule

C. Create a formula field

D. Assign with an escalation rule

Answer: B (LEAVE A REPLY)

Lead assignment rule is a feature that can be used to route new leads to the correct sales person based on the lead address. Lead assignment rule can assign leads to users or queues based on certain criteria, such as lead source, industry, or location. Lead assignment rule can also send email notifications to the new lead owners or other recipients. Reference:
https://help.salesforce.com/s/articleView?id=sf.leads_assignment_rules.htm&type=5

NEW QUESTION: 33

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

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

Choose 2 answers

A. Create a custom Discount field on the opportunity to capture the discount amount

B. Populate the Manager standard field on the sales users' User Detail page.

C. Configure two separate approval processes.

D. Allow the submitter choose the approver manually.

Answer: (SHOW ANSWER)

Discount is not a standard field on the Opportunity object, so you need to create a custom field to capture the discount amount or percentage for each opportunity. To set up an approval process where opportunity discounts over 30% need to be approved by the VP of sales, and any discounts above 10% need to be approved by the user's manager, you need to configure two separate approval processes with different entry criteria based on the discount field value and different approvers based on their roles. Reference: https://help.salesforce.com/s/articleView?id=sf.approvals_getting_started.htm&type=5

NEW QUESTION: 34

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 two hours to an urgent Case queue and alert the support manager.

Which feature should an administrator configure to meet this requirement?

A. Case Escalation Rules

B. Case Dashboard Refreshes

C. Case Scheduled Report

D. Case Assignment Rules

Answer: A (LEAVE A REPLY)

Case escalation rules are a feature that can be used to meet this requirement. Case escalation rules can automatically escalate cases that meet certain criteria, such as being open for more than a specified time or having a certain priority. Escalation rules can assign cases to a different owner or queue and send email notifications to the support manager or other recipients. Reference: https://help.salesforce.com/s/articleView?id=sf.case_escalation.htm&type=5

NEW QUESTION: 35

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

Choose 2 options

A. Currency Locale

B. Default Language

C. Password Policy

D. Login Hours

Answer: A,B (LEAVE A REPLY)

Currency locale and default language are two of the company settings that an administrator can configure in Salesforce. Currency locale determines how currency amounts are formatted and displayed in reports and other places. Default language determines the language used for labels, buttons, tabs, and other elements in Salesforce. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_supported_currencies.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.admin_supported_languages.htm&type=5

NEW QUESTION: 36

The Cloud kicks sales manager wants to boost productivity by providing insights at the start of each day.

Which three sales-specific standard Lightning components should administrator add to the homepage to meet this requirement?

Choose 3 Answers.

A. Activities

B. Path

C. Assistant

D. Key Deals

E. Performance chart.

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

To boost productivity by providing insights at the start of each day, the administrator should add three sales-specific standard Lightning components to the homepage:

Activities, which shows tasks and events related to records that matter most to users Assistant, which provides personalized suggestions and reminders for key updates and actions Key Deals, which highlights important opportunities that need attention or are close to closing Path and Performance

Chart are not standard Lightning components, but custom components that can be added to specific objects or pages. Reference: https://help.salesforce.com/s/articleView?id=sf.home_components.htm&type=5

NEW QUESTION: 37

The DreamHouse Realty team has a master-detail relationship set up with open house as the parent object and visitors as the child object.

What type of field should the administrator add to the open house object to track number of visitors?

A. Roll-up Summary.

B. Multi-select Picklist

C. Cross-object formula field

D. Indirect lookup

Answer: A (LEAVE A REPLY)

A roll-up summary field is a type of field that calculates values from related records, such as the count of child records or the sum of a field on child records. In this case, the administrator can add a roll-up summary field to the open house object to track the number of visitors by counting the child records on the visitors object. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5

NEW QUESTION: 38

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. Sharing settings

B. Page Layout Assignment

C. Component Visibility

D. Record Type Assignment

Answer: C (LEAVE A REPLY)

Component visibility allows you to restrict the visibility of a related list based on a permission set.

NEW QUESTION: 39

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

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

A. Contacts displays in the contact hierarchy are limited to record-level access by User.

B. Contact Hierarchy is limited to only 3,000 contacts at one time.

C. Customizing hierarchy columns changes the recently viewed Contacts list view.

D. Sharing setting are ignored by contacts displayed in the Contact Hierarchy.

Answer: A (LEAVE A REPLY)

The contact hierarchy is a feature that allows users to view contacts related to an account in a hierarchical tree structure based on their role or position within the account. The contact hierarchy

respects record-level access by user, meaning that users can see only those contacts that they have access to based on their profile permissions and sharing settings. The other options are incorrect because contact hierarchy is not limited to 3,000 contacts at one time (it can display up to 5,000 contacts), customizing hierarchy columns does not change the recently viewed contacts list view (it only affects how contacts are displayed in the hierarchy), and sharing settings are not ignored by contacts displayed in the contact hierarchy (they determine which contacts are visible to users).
Reference: https://help.salesforce.com/s/articleView?id=sf.contacts_hierarchy.htm&type=5

NEW QUESTION: 40
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. Filter by a single shipment record type in the list view.
B. Include the Shipments tab on the app's navigation bar.
C. Split views are only available on standard objects.
D. Add the Manage List Views permission for support users.
Answer: C (LEAVE A REPLY)
Split views are a feature that allows users to view records as a split list on object home pages in Lightning Experience apps that use console navigation. Split views show records in two panes: a list view pane on the left and a record detail pane on the right. Users can switch between different list views and records without losing context or scrolling. However, split views are only available on standard objects such as accounts, contacts, leads, opportunities, cases, etc., and not on custom objects such as shipments. Reference: https://help.salesforce.com/s/articleView?id=sf.lex_split_view.htm&type=5

NEW QUESTION: 41
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 custom report and schedule the sales users to receive it each day as a reminder to update their opportunities.
B. Enable Sales Console and show users how to open a tab for each opportunity in the pipeline that meets the requirements.
C. Create a list view on the Opportunity object and recommend users switch the view to Kanban to edit by drag and drop.
D. Make a new Sales dashboard and add a component that shows all opportunities that meet the criteria.
Answer: C (LEAVE A REPLY)
A list view is a feature that allows users to filter and display records based on certain criteria and fields. A Kanban view is a feature that allows users to view records as cards organized by columns that represent stages in a process such as opportunity stages or case statuses. Users can switch between

list view and Kanban view by clicking on a toggle button on any object tab that supports Kanban view such as opportunities or cases. Users can also edit records by dragging and dropping cards from one column to another or by clicking on an inline edit icon on each card. In this case, the administrator can create a list view on the opportunity object that filters opportunities by expected close date in the next 90 days; and recommend users switch the view to Kanban to edit opportunities by drag and drop.
Reference: https://help.salesforce.com/s/articleView?id=sf.lex_list_views.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.kanban_view.htm&type=5

NEW QUESTION: 42
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 read only.
B. The flow is inactive.
C. The flow URL is deactivated.
D. The flow trigger is missing.
Answer: B (LEAVE A REPLY)
A flow can be active or inactive depending on whether you want it to run or not. An inactive flow cannot be run by users or processes until you activate it. If a flow in production is supposed to create new records but it is not doing so, it could be because the flow is inactive and needs to be activated.
Reference: https://help.salesforce.com/s/articleView?id=sf.flow_distribute_activate.htm&type=5

NEW QUESTION: 43
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 component to the page layout.
B. Add the Knowledge component list to the page layout.
C. Add the Knowledge related list to the page layout.
D. Add the knowledge related list to the record page
Answer: C (LEAVE A REPLY)
The Knowledge Lightning component is a component that allows users to access articles from the Service Cloud Console app. However, if users want to access articles from a different app that does not use the console, they can use the Knowledge related list instead. The Knowledge related list shows articles related to a record based on data categories and shows article details such as title, summary, rating, and view count. To add the Knowledge related list to a record page, an administrator can use the page layout editor and drag and drop the Knowledge related list to the appropriate section on the page layout. Reference: https://help.salesforce.com/s/articleView?
id=sf.knowledge_lightning_component.htm&type=5 https://help.salesforce.com/s/articleView?
id=sf.knowledge_related_list.htm&type=5

NEW QUESTION: 44

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

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

A. Review the Security token.

B. Review the password history.

C. Review the Password policies.

D. Review the Login history

Answer: (SHOW ANSWER)

The login history is a tool that allows administrators and users to view information about recent login attempts, such as date, time, status, source IP address, browser type, platform, application, and login type. Administrators can use this tool to identify why a user is unable to login to Salesforce by checking for any failed login attempts and their corresponding error messages or reasons. Reference: https://help.salesforce.com/s/articleView?id=sf.monitoring_login_history.htm&type=5

NEW QUESTION: 45

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

How should an administrator ensure this requirement?

A. Make the field universally required.

B. Create a Process Builder to set the field.

C. Define an approval process for the child.

D. Require the field on the record type.

Answer: A (LEAVE A REPLY)

Making a field universally required is a way to ensure that the field needs to be filled on every record; it prevents users from saving a record without entering a value in that field. It can be used to ensure that the billing system field needs to be filled on every invoice record by making it universally required in the field settings. Creating a process builder to set the field, defining an approval process for the child, or requiring the field on the record type are not ways to ensure that the field needs to be filled on every record; they either do not enforce data entry or only apply to certain scenarios or users. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_fields.htm&type=5

NEW QUESTION: 46

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. Delete the lead and create a new contact and opportunity.

B. Clone the lead and convert the cloned record to a contact.

C. Convert the lead from the campaign member detail page.

D. Add a contact from a campaign member detail page.
Answer: (SHOW ANSWER)
To create a contact and an opportunity from a lead that is associated with a campaign, and keep the campaign member history, the administrator should convert the lead from the campaign member detail page. This will automatically create a contact, an account, and an opportunity that are linked to the campaign. Deleting, cloning, or adding a contact will not preserve the campaign member history.
Reference: https://help.salesforce.com/s/articleView?id=sf.campaigns_leads.htm&type=5

NEW QUESTION: 47
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)
Data Export Wizard allows administrators to export data from Salesforce in CSV files. It can be used to export data for backup purposes or to analyze data in external tools. Data Import Wizard is used to import data into Salesforce, not export. Data Loader is a desktop tool that can also export data, but it is more complex and requires installation. Report Builder is used to create reports in Salesforce, not export data. Reference: https://help.salesforce.com/s/articleView?id=sf.data_export.htm&type=5

NEW QUESTION: 48
An administrator Creates a custom text area field on the Account object and adds it to the service team's page layout. The services team manager loves the addition of this field and wants it to appear in the highlights panel so that the services reps can quickly find it when on the Account Page How should the administrator accomplish this?
A. Create a new page layout and a new section titled highlights panel.
B. In the Account object manager, create a custom compact layout.
C. From the page layout editor, drag the field to the highlights panel.
D. Make the field required and move it to the top of the page.

Answer: B (LEAVE A REPLY)
Compact layouts determine which fields appear in the highlights panel on record pages and in the Salesforce mobile app. To create a custom compact layout, go to the Account object manager and select Compact Layouts from the sidebar menu. Then click New and add the desired fields to the layout. Reference: https://help.salesforce.com/s/articleView?id=sf.compact_layouts_create.htm&type=5

NEW QUESTION: 49
Ursa Major Solar uses two different page layouts for Account records. One page layout reflects the fields related to customer accounts and another page layout includes fields for partner accounts. The administrator has assigned the customer account page layout to sales and support users and the partner account layout to the partner management team.
What should the administrator configure to meet this requirement?
A. Use a public group and a criteria-based sharing rule to share customer accounts with the partner team.
B. Add members of the partner management team to the default Account team for the customer accounts.
C. Grant create, read, edit and delete access to customer accounts on the partner team profile.
D. Create one record type for customer accounts and one record type for partner accounts.
Answer: D (LEAVE A REPLY)
Record types are a way to assign different page layouts and picklist values to different users based on their business needs. To use two different page layouts for customer and partner accounts, create one record type for each account type and assign them to the appropriate page layouts and profiles.
Reference: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 50
An administrator at Northern Trail Outfitters is creating a validation rule.
Which two functions should the administrator use when creating a validation rule?
Choose 2 answers
A. Formula return type
B. Error condition formula
C. Error message location
D. Rule active date
Answer: B,C (LEAVE A REPLY)
Two functions that an administrator should use when creating a validation rule are:
Error condition formula, which defines when an error should occur based on record fields and values
Error message location, which specifies where on the page layout an error message should appear when triggered by an error condition formula Formula return type and rule active date are not functions used for validation rules. Reference: https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

NEW QUESTION: 51

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

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

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: (SHOW ANSWER)

A validation rule is a feature that allows administrators to define criteria for data entry or import operations and display an error message when those criteria are not met. For example, a validation rule can ensure that house showings are scheduled within the current year by comparing the showing date field with a formula that returns the current year. If the showing date field contains a date outside of the current year, then the validation rule will prevent users from saving or importing records with an error message. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

NEW QUESTION: 52

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

Which tool should the administrator use to complete this automation?

A. Flow Builder

B. Formula Field

C. Approval process

D. Validation Rule

Answer: (SHOW ANSWER)

A formula field is a type of field that calculates a value based on an expression or formula that references other fields or constants. For example, a formula field can display today's date by using the TODAY() function. In this case, the administrator can create a formula field on the account object that updates the audited date field with today's date when the status of the account is changed to 'Audited'. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_formulas.htm&type=5

NEW QUESTION: 53

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

A. Today

B. Favorites

C. Utility Bar.

D. Home Page.

Answer: (SHOW ANSWER)

Utility bar is a feature that is available in a Lightning app where visibility is limited to the Salesforce mobile app. Utility bar allows users to access common productivity tools, such as notes, history, recent items, and more, from any page in the app. Reference: https://help.salesforce.com/s/articleView?id=sf.app_builder_utility_bar.htm&type=5

NEW QUESTION: 54

A sales rep at Ursa Major Solar has launched a series of networking events. They are hosting one event per month and want to be able to report on campaign ROI by month and series.

How should the administrator set up the Campaign to simplify reporting?

A. Add different record types for the monthly event types.

B. Create individual Campaigns that all have the same name.

C. Configure campaign Member Statuses to record which event members attended.

D. Use Campaign Hierarchy where the monthly events roll up to a parent Campaign

Answer: (SHOW ANSWER)

Campaign hierarchy is a feature that allows administrators to organize campaigns into a parent-child relationship, where the parent campaign represents a larger initiative and the child campaigns represent smaller or more specific activities within that initiative. Using campaign hierarchy can help Ursa Major Solar report on campaign ROI by month and series by creating a parent campaign for the series of networking events and creating individual child campaigns for each monthly event. The parent campaign can show the aggregated metrics and ROI for the entire series, while the child campaigns can show the metrics and ROI for each month. Adding different record types for the monthly event types, creating individual campaigns that all have the same name, or configuring campaign member statuses to record which event members attended are not solutions for reporting on campaign ROI by month and series; they either do not group campaigns into a hierarchy or do not track campaign metrics or ROI. Reference: https://help.salesforce.com/s/articleView?id=sf.campaigns_hierarchy.htm&type=5

NEW QUESTION: 55

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

Which automation tool should an administrator use?

A. Approval process

B. Workflow rule

C. Flow builder

D. Validation rule

Answer: C (LEAVE A REPLY)

Flow builder is an automation tool that allows administrators to create flows that guide users through screens, collect data, and perform actions on records. It can be used to simplify the account creation process by creating a screen flow that shows only the essential fields for creating an account and hides any unnecessary fields or sections from the page layout. Approval process, workflow rule, and validation rule are not automation tools that can simplify the account creation process; they are used for different purposes such as approving records, updating fields, or enforcing data quality. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_builder.htm&type=5

NEW QUESTION: 56

Cloud kicks intends to protect with backups by using the data by using the data export Service.
Which two considerations should the administrator remember when Scheduling the export?
Choose 2 Answers.

A. Metadata Backups are limited a sandbox refresh intervals.

B. Data Backups are limited to weekly or monthly intervals.

C. Data export service should be run from a sandbox.

D. Metadata backups must be run via a separate process.

Answer: B,D (LEAVE A REPLY)

To protect data with backups by using Data Export Service, two considerations that the administrator should remember when scheduling export are:
Data Backups are limited to weekly or monthly intervals depending on edition and license type
Metadata backups must be run via a separate process such as Metadata API or change sets because Data Export Service only exports data (records) Metadata backups are not limited by sandbox refresh intervals. Data Export Service should be run from production orgs unless testing purposes require otherwise. Reference: https://help.salesforce.com/s/articleView?id=sf.data_export.htm&type=5

NEW QUESTION: 57

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. Build separate reseller partner products.

C. Use a different Opportunity record type.

D. Create a separate PriceBook for reseller partners.

Answer: D (LEAVE A REPLY)

A PriceBook is a feature that allows administrators to define different prices for the same products based on different criteria such as customer segment, region, channel, etc. For example, a PriceBook can provide reseller partners with discounted prices on the products they purchase compared to regular customers. A PriceBook consists of one or more PriceBook entries that specify the product ID, pricebook ID, list price, currency, and active status for each product-pricebook combination. Reference: https://help.salesforce.com/s/articleView?id=sf.pricebook_overview.htm&type=5

NEW QUESTION: 58

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

A. Einstein Lead Scoring
B. Einstein Search Personalization
C. Einstein Activity Capture
D. Einstein Opportunity Scoring
Answer: D (LEAVE A REPLY)
Einstein Opportunity Scoring is a feature that helps sales reps prioritize and close more deals by assigning each opportunity a score from 1 to 99 based on how likely it is to be won. The score is calculated using artificial intelligence and machine learning based on historical data and patterns from similar opportunities. Sales reps can use the score to focus on high-value opportunities and take actions to improve low-scoring ones. Reference: https://help.salesforce.com/s/articleView?id=sf.einstein_sales_oppty_scoring.htm&type=5

NEW QUESTION: 59
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 record trigger flow.
B. Use a scheduled process builder.
C. Use a Roll-Up summary.
D. Use a scheduled flow
Answer: (SHOW ANSWER)
A scheduled flow is a type of flow that runs at scheduled times on batches of records that meet certain criteria. It can be used to count the number of open cases associated with each account and update the account with this value every Friday evening by using an assignment element to loop through the accounts and cases and assign the count value to a field on the account record. Using a record trigger flow, a scheduled process builder, or a roll-up summary field are not suitable options for this requirement because they would not run at scheduled times or on batches of records; they would run every time a record is created or updated, which may not reflect the accurate count of open cases at the end of each week. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_concepts_scheduled.htm&type=5

NEW QUESTION: 60
Northern Trail Outfitters has a custom quick action on Account that creates a new Case.
How should an administrator make the quick action available on the Salesforce mobile app?
A. Create a custom Lightning App with the action.
B. Modify compact Case page layout to include the action.
C. Include the action in the Salesforce Mobile Navigation menu.
D. Add the Salesforce Mobile and Lightning Experience action to the page layout.
Answer: D (LEAVE A REPLY)

To make a quick action available on the Salesforce mobile app, you need to add it to the Salesforce Mobile and Lightning Experience Actions section of the page layout. You can use the Page Layout Editor to drag and drop the quick action onto the section.

NEW QUESTION: 61

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

What could cause this issue?

A. The available for input checkbox was unchecked.

B. The flow is an inactive version

C. The field type is unsupported by debugging.

D. The available for output checkbox was unchecked.

Answer: A (LEAVE A REPLY)

To debug a screen flow that creates contacts, one of the possible causes for a variable missing on the debug screen is that the available for input checkbox was unchecked for that variable. This means that variable cannot be set by external sources such as debug inputs or URL parameters. To fix this issue, check this checkbox for any variable that needs to be set externally. The flow version or field type does not affect variable availability for input. The available for output checkbox only affects whether variables can be passed out of flows or subflows. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_ref_variables.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.flow_debugging.htm&type=5

NEW QUESTION: 62

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

Choose 2 Answers

A. Login Hours

B. Password Policy

C. Default Language

D. Currency Local

Answer: C,D (LEAVE A REPLY)

Default language and currency locale are two options that an administrator should configure in the company settings to support a global team of Salesforce users. Default language determines the language that is used for labels, buttons, tabs, help text, and messages in Salesforce for all users unless they override it in their personal settings. Currency locale determines the format of currency fields and numbers in Salesforce for all users unless they override it in their personal settings or enable multiple currencies. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_supported_languages.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.admin_supported_currencies.htm&type=5

NEW QUESTION: 63

An administrator wants to create a form in Salesforce for users to fill out when they lose a client.
Which automation tool supports creating a wizard to accomplish this goal?

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

Answer: D (LEAVE A REPLY)

Flow Builder supports creating a wizard that can collect user input and perform actions.

NEW QUESTION: 64

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

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

Answer: D (LEAVE A REPLY)

One of the possible reasons why an administrator is unable to add a new user in Salesforce is that the username is already in use by another user in any Salesforce org. Usernames must be globally unique across all Salesforce orgs, so the administrator needs to choose a different username for the new user.
Reference: https://help.salesforce.com/s/articleView?id=sf.users_add.htm&type=5

NEW QUESTION: 65

Northern Trail Outfitters has asked an administrator to ensure that when a contact with a title of CEO is created, the contact's account record gets updated with the CEO's name.
Which feature should an administrator use to implement this request?

A. Quick Action
B. Workflow Rule
C. Process Builder
D. Validation Rule

Answer: C (LEAVE A REPLY)

Process Builder is a tool that can be used to implement this request. Process Builder can create record-triggered flows that execute actions when certain conditions are met. In this case, Process Builder can create a flow that executes when a contact with a title of CEO is created and updates the contact's account record with the CEO's name. Reference: https://help.salesforce.com/s/articleView?id=sf.process_overview.htm&type=5

NEW QUESTION: 66

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. Create a new profile

B. Configure permission sets.

C. Assign a new role.

D. Set Up Manual Sharing

Answer: (SHOW ANSWER)

Permission sets are a flexible way to grant additional access to users without changing their profiles. To provide access to the lead object for a team of support users, create a permission set that includes the appropriate object and field permissions for leads, and then assign it to the users. Reference: https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5

NEW QUESTION: 67

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

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

A. Case and Opportunity

B. Account and User

C. Contact, Lead, and Person Account

D. Individual, User, and Account

Answer: C (LEAVE A REPLY)

Contact, lead, and person account are three objects that will have the individual field available for tracking data privacy information when data protection and privacy is enabled for an org. The individual object is an object that stores data privacy preferences and requests for customers who are subject to privacy regulations such as GDPR; it can be linked to contact, lead, or person account records using the individual field. Case and opportunity, account and user, or individual, user, and account are not combinations of objects that will have the individual field available for tracking data privacy information; they either do not store customer data or do not support individual object relationships. Reference: https://help.salesforce.com/s/articleView?id=sf.individual_object.htm&type=5

NEW QUESTION: 68

Universal Containers requires that when an Opportunity is closed won, all other open opportunities on the same account must be marked as closed lost.

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

A. Quick Action
B. Workflow Rule
C. Flow Builder
D. Outbound Message
Answer: (SHOW ANSWER)
Flow Builder allows you to create an automated business process that can update records based on certain criteria. You can use a scheduled flow to run once a week and count the number of open cases related to an account.

NEW QUESTION: 69
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. Set up Big Deal Alerts for the amount.
B. Enable Opportunity Update Reminders
C. Opportunity warning in Kanban View.
D. Key Deals component on the homepage
Answer: A (LEAVE A REPLY)
Big Deal Alerts allow you to notify users when an opportunity reaches a certain amount or probability.

NEW QUESTION: 70
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. Add the Campaign Member Statuses related list to the Page Layout.
B. Edit the picklist values for the Campaign Status in object Manager.
C. Mass modify the Campaign Member Statuses related list.
D. Modify the picklist value on the Campaign Member Statuses related list
Answer: B,D (LEAVE A REPLY)
Campaign Status is a standard picklist field on the Campaign object that indicates whether a campaign is planned, in progress, completed, or aborted. Campaign Member Status is a custom picklist field on the Campaign Member object that indicates how a person responded to a campaign, such as sent, responded, registered, attended, etc. To add a new picklist value for Campaign Status, you need to edit the field in Object Manager. To add a new picklist value for Campaign Member Status, you need to modify the field on the Campaign Member Statuses related list on the Campaign page layout.
Reference: https://help.salesforce.com/s/articleView?id=sf.campaigns_fields.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.campaigns_member_status.htm&type=5

NEW QUESTION: 71

The administrator has been asked to automate a simple field update on the account. When a support agent changes the status of the account to 'Audited', they would like the system to automatically update the Audited date field on the account with today's date.
Which tool should the administrator use to complete this automation?
A. Approval process
B. Formula Field
C. Flow Builder
D. Validation Rule
Answer: B ([LEAVE A REPLY])
A formula field is a type of field that calculates a value based on an expression or formula that references other fields or constants. For example, a formula field can display today's date by using the TODAY() function. In this case, the administrator can create a formula field on the account object that updates the audited date field with today's date when the status of the account is changed to 'Audited'.
Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_formulas.htm&type=5

NEW QUESTION: 72
AW Computing has six sales teams in a region. These teams always consists of the same account manager, engineer, and assistant.
What should the administrator configure to make it easier for teams to collaborate with the same customer?
A. Enable and configure standard opportunity teams with splits.
B. Enable account teams and show the users how to set up a default account team.
C. Create a queue for each team and assign account ownership to the queue.
D. Propose the users manually share all their accounts with their teammates.
Answer: B ([LEAVE A REPLY])
Account teams are groups of users who work together on an account. You can enable account teams in Setup and assign team roles and access levels for each team member. Users can set up a default account team that is automatically added to any account that they own or create. This makes it easier for teams to collaborate with the same customer without manually sharing each account. Reference:
https://help.salesforce.com/s/articleView?id=sf.accountteam.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.accountteam_default.htm&type=5

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. Create a separate Lead Lightning App.
B. Define a record type and assign it to the interns.
C. Set up Web-to-Lead for the interns' use.
D. Update the active Lead Assignment Rules.
Answer: ([SHOW ANSWER])

To identify new leads entered by interns from existing leads, the administrator should define a record type and assign it to the interns. This will allow them to select a different record type when creating leads, and distinguish them from other leads based on record type. Creating a separate Lead Lightning App or updating the active Lead Assignment Rules will not affect lead identification. Setting up Web-to-Lead form will not work if the interns are entering leads manually in Salesforce. Reference:
https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 74
A user at Universal Containers left the company. The administrator needs to create new user for their replacement, but they have assigned all available users licenses.
What should the administrator do to free up users licenses for the new users?
A. Deactivate the former employees user record.
B. Delete former employees user record.
C. Freeze former employees user record.
D. Change the formers users record to the new user.
Answer: (SHOW ANSWER)
To free up user licenses for new users, the administrator should deactivate the former employees user record. This will prevent them from logging in and using Salesforce resources, but preserve their historical activities and data. Deleting or freezing user records will not release user licenses.
Reference: https://help.salesforce.com/s/articleView?id=sf.admin_usermgmt_licensing.htm&type=5

NEW QUESTION: 75
What are two considerations an administrator should keep in mind when working with Salesforce objects?
Choose 2 answers
A. Custom and standard objects have standard fields.
B. Standard objects are included with Salesforce.
C. A new standard object can be created.
D. Only standard objects support master-detail relationships.
Answer: (SHOW ANSWER)
Standard objects are objects that are included with Salesforce by default, such as Account, Contact, Lead, Opportunity, etc. They have predefined fields and functionality that support common business processes. Custom objects are objects that you create to store information that is specific to your organization or industry. You can create new standard objects using the Object Manager in Setup.
Reference:
https://trailhead.salesforce.com/en/content/learn/modules/data_modeling/standard_and_custom_objects

NEW QUESTION: 76
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. Ensure the Market Segment field on the Lead is mapped to right field on Account.

B. Ensure Account has a field that has the exact same name as the new Lead field.

C. Write a Validation Rule to ensure the Account has a value in that field.

D. Write a record-triggered flow to copy the custom field from Lead to Account.

Answer: A (LEAVE A REPLY)

To ensure Market Segment field from Lead is copied to converted Account record in routine manner without manual intervention , an administrator should ensure Market Segment field on Lead is mapped to right field on Account using Lead Field Mapping tool under Lead Settings. This tool allows mapping custom fields from Lead object to custom fields on Account , Contact , or Opportunity objects so that data is transferred when leads are converted . For example , an administrator can map Market Segment field on Lead to Market Segment field on Account using this tool . Ensuring Account has a field that has same name as new Lead field , writing validation rule , or writing record-triggered flow are not necessary for copying custom fields from Lead to Account . Reference : https :// help . salesforce . com / s / articleView ? id = sf . leads_custom_field_mapping . htm & type = 5

NEW QUESTION: 77

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

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

A. Use Quick Actions to log communication.

B. Configure a Chatter Public Group.

C. Create a Chatter Private Group.

D. Add Activity History to document tasks.

Answer: C (LEAVE A REPLY)

A Chatter private group is a type of Chatter group that allows members to share feedback and ideas with each other in a secure and exclusive space; only members can see and post in a private group. It can be used by Ursa Major Solar to create a space for product owners to collaborate with just the product team by creating a Chatter private group and adding product owners as members. Using quick actions to log communication, configuring a Chatter public group, or adding activity history to document tasks are not solutions for creating a space for product owners to collaborate with just the product team; they either do not provide privacy or do not support collaboration. Reference: https://help.salesforce.com/s/articleView?id=sf.collab_groups_overview.htm&type=5

NEW QUESTION: 78

At cloud kicks sales reps use discounts on the opportunity record to help win sales on products. When an opportunity is won, they then have to manually apply the discount up the related opportunity products. The sales manager has asked if three is a way to automate this time consuming task.
What should the administrator use to deliver this requirement?

A. Flow Builder
B. Approval Process
C. Prebuild Macro.
D. Formula field

Answer: (SHOW ANSWER)

To automate applying discounts on opportunity products when an opportunity is won, the administrator should use Flow Builder, which is a tool that allows creating complex business processes with clicks. The administrator can create an autolaunched flow that runs when an opportunity is updated, checks if its stage is "Closed Won", and updates its related opportunity products with discounts from a formula or variable. Approval Process, Prebuilt Macro, and Formula Field are not able to update related records based on criteria. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_build_overview.htm&type=5

NEW QUESTION: 79

The administrator at Aw Computing wants Account Details, related list and chatter feeds to each appear on separate tabs when reviewing an account.
Which type of page should the administrator create?

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

Answer: (SHOW ANSWER)

Lightning record page is a type of page that should be created to meet this requirement. Lightning record page allows an administrator to customize the layout and components for a specific object record page in Lightning Experience or the Salesforce mobile app. To create tabs for account details, related lists, and chatter feeds, use the Tabs component in the Lightning App Builder and drag the desired components to each tab. Reference: https://help.salesforce.com/s/articleView?id=sf.app_builder_record_page.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.app_builder_tabs.htm&type=5

NEW QUESTION: 80

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

Which feature should an administrator use to fulfill this requirement?
A. Assignment Rule
B. Case Escalation Rule
C. Omni-Channel Supervisor
D. Formula Field
Answer: B (LEAVE A REPLY)
Case escalation rules allow you to escalate cases based on certain criteria, such as time or priority.

NEW QUESTION: 81
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. Field Update
B. Chatter Post
C. Auto launched Flow
D. Email Alert
Answer: A,D (LEAVE A REPLY)
Field update and email alert are two types of automated actions that can be added as part of the approval process. Field update allows you to change the value of a field on a record when it is submitted, approved, rejected, or recalled. Email alert allows you to send an email to one or more recipients when a record is submitted, approved, rejected, or recalled.

NEW QUESTION: 82
Northern Trail Outfitters wants to initiate expense reports from Salesforce to the external HR system. This process needs to be reviewed by managers and directors.
Which two tools should and administrator configure?
Choose 2 answers
A. Quick Action
B. Outbound Message
C. Approval Process
D. Email Alert Action
Answer: (SHOW ANSWER)
Quick actions allow you to initiate expense reports from Salesforce to an external HR system. Approval processes allow you to review the expense reports by managers and directors.

NEW QUESTION: 83
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. IP address restrictions are set on the profile or globally for the org.

B. Users can change their password to avoid login IP restrictions.
C. Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.
D. Single sign-on will allow users to log in from anywhere.
Answer: A,C (LEAVE A REPLY)
IP address restrictions allow you to prevent users from accessing Salesforce from outside of their network. You can set IP address restrictions on the profile level or globally for the org. To enforce IP restrictions for API logins, you must select Enforce Login IP Ranges on Every Request in Session Settings.

NEW QUESTION: 84
An administrator at Universal Containers is reviewing current security settings in the company's Salesforce org.
What Should the administrator do to prevent unauthorized access to Salesforce?
A. Disable TLS requirements for sessions.
B. Enable multi factor authentication
C. Customize organization wide default
D. Enable caching and autocomplete on login page
Answer: (SHOW ANSWER)
Multi factor authentication (MFA) is a security feature that requires users to verify their identity using two or more factors when they log in to Salesforce. It can help prevent unauthorized access to Salesforce by adding an extra layer of protection beyond username and password. Enabling MFA can be done by administrators in the security settings or by users in their personal settings. Disabling TLS requirements for sessions, customizing organization wide defaults, or enabling caching and autocomplete on login page are not actions that would prevent unauthorized access to Salesforce; in fact, they may reduce security or have no effect on security at all. Reference:
https://help.salesforce.com/s/articleView?id=sf.security_mfa.htm&type=5

NEW QUESTION: 85
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: B (LEAVE A REPLY)
To help sales reps prioritize and close more deals, the administrator should use Einstein Opportunity Scoring, which is a feature that assigns each opportunity a score from 1 to 99 based on how likely it is to be won. The score is calculated using historical data and machine learning models, and can help reps focus on the most promising opportunities and take actions to improve their chances of winning. Einstein Activity Capture, Einstein Search Personalization, and Einstein Lead Scoring are not related to

opportunity management. Reference: https://help.salesforce.com/s/articleView?id=sf.einstein_sales_oppty_scoring.htm&type=5

NEW QUESTION: 86

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

How should the administrator configure this requirement?

A. Create two record types, each with 3 page layouts.

B. Create one record type with six Page Layouts.

C. Create three record types, each with 2 page layouts.

D. Create six record types, each with 1 page layout.

Answer: C (LEAVE A REPLY)

A record type is a feature that allows administrators to offer different business processes, picklist values, page layouts, etc., to different users based on their profile or role. A page layout is a feature that allows administrators to control how fields, related lists, buttons, etc., are arranged on a record detail or edit page for each object. In this case, since Universal Containers has three separate lines of business with specific fields for each line; and since sales team needs different fields than service team; the administrator should create three record types for each line of business; and create two page layouts for each record type - one for sales team and one for service team. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.customize_pagelayouts_overview.htm&type=5

NEW QUESTION: 87

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

Choose 2 answers

A. The user's Two-Factor Authentication for API Logins permission

B. The role IP address restrictions

C. The user's profile login hours restrictions

D. The user's Two-Factor Authentication for User Interface Logins permission

Answer: C,D (LEAVE A REPLY)

When users log in to Salesforce via the user interface, the system checks for authentication based on their profile settings and permissions. One of the settings is login hours, which specify the time range when users can log in to Salesforce based on their profile. Another setting is Two-Factor Authentication for User Interface Logins permission, which requires users to enter a verification code along with their username and password when they log in to Salesforce via the user interface. Reference: https://help.salesforce.com/s/articleView?id=sf.users_profiles_loginhours.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.security_2fa_perm_ui_logins.htm&type=5

NEW QUESTION: 88

Universal Containers administrator has been asked to create a many-to-many relationship between two existing custom objects.
Which two steps should the administrator take when enabling the many-to-many relationship?
Choose 2 answers
A. Create a junction with a custom object.
B. Create two master detail relationships on the new object.
C. Create two lookup relationships on the new object.
D. Create URL fields on a custom object.
Answer: A,B (LEAVE A REPLY)
To create a many-to-many relationship between two existing custom objects, the administrator needs to create a junction object that has two master-detail relationships, one to each of the custom objects. This will allow each record of one object to be linked to multiple records from another object and vice versa. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5

NEW QUESTION: 89
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. User Page
B. Dashboard page
C. App page
D. Record Page
Answer: C,D (LEAVE A REPLY)
App page and record page are two types of pages that an administrator can build and customize using Lightning App Builder for Salesforce mobile app. App pages are pages that display information or tools that don't belong to a specific record; they can be accessed from navigation menus or tabs in Salesforce mobile app. Record pages are pages that display information or actions related to a specific record; they can be accessed by opening any record in Salesforce mobile app. User page and dashboard page are not types of pages that can be built using Lightning App Builder for Salesforce mobile app; they are types of pages that can be built using other tools such as Profile settings or Dashboard Builder. Reference: https://help.salesforce.com/s/articleView?id=sf.app_builder_mobile_pages.htm&type=5

NEW QUESTION: 90
Sales users at Universal Containers are reporting that it is taking a long time to edit opportunity records. Normally, the only field they are editing is the Stage field.
Which two options should the administrator recommend to help simplify the process?
Choose 2 answers
A. Add a path for stage to the opportunity record page.

B. Use a Kanban list view for Opportunity.
C. Configure an auto launched flow for Opportunity editing.
D. Create a simplified Opportunity page layout.
Answer: A,B (LEAVE A REPLY)
Paths allow you to display key fields and guidance for each stage of an opportunity. Kanban list views allow you to update records by dragging them between columns.

NEW QUESTION: 91
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. Make Lead Source a dependent picklist to the Opportunity stage 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. Modify the Opportunity stage a dependent picklist to the Lead source field.
Answer: (SHOW ANSWER)
Validation rules allow you to enforce data quality by preventing users from saving records that do not meet certain criteria.

NEW QUESTION: 92
Marketing users at Cloud Kicks should be able to view and edit converted leads. The administrator has assigned them permission set with the View and edit Converted Leads permission.
Which two ways can the marketing users now access converted leads for editing?
Choose 2 answers
A. Find them in the global search result.
B. Search the Recent Records component on the homepage.
C. Utilize a list view where lead status equals Qualified.
D. Use the Data Import Wizard,
Answer: (SHOW ANSWER)
Two ways that marketing users can now access converted leads for editing are:

Find them in the global search result, by entering the lead name or other keywords in the global search box and selecting Leads from the drop-down menu. Converted leads will appear in the search result with a check mark icon next to them.
Utilize a list view where lead status equals Qualified, by creating or modifying a list view on the Leads tab and adding a filter for Lead Status equals Qualified. Converted leads will have Qualified as their lead status and will be visible in the list view. Searching the Recent Records component on the homepage or using Data Import Wizard will not allow users to access converted leads for editing.
Reference: https://help.salesforce.com/s/articleView?id=sf.leads_view_converted.htm&type=5

NEW QUESTION: 93
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 Escalation Rules.
D. Case Assignment Rules.
Answer: C (LEAVE A REPLY)
Case escalation rules are a way to automatically escalate cases that meet certain criteria, such as being open for more than a specified time or having a certain priority. Escalation rules can assign cases to a different owner or queue and send email notifications to the support manager or other recipients. Reference: https://help.salesforce.com/s/articleView?id=sf.case_escalation.htm&type=5

NEW QUESTION: 94
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. Edit the page layout.
B. View the setup audit trail.
C. Log in as the user
D. Review the sharing model
Answer: (SHOW ANSWER)
Log in as the user is a feature that can be used to validate the error the user is receiving. Log in as the user allows an administrator to access Salesforce as another user and perform actions on their behalf, such as editing an opportunity. This can help troubleshoot issues that are specific to a user's profile, role, or permissions. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_login.htm&type=5

NEW QUESTION: 95

A sales rep has left the company and an administrator has been asked to re-assign all their accounts and opportunities to a new sales rep and keep the teams as is.
Which tool should an administrator use to accomplish this?

A. Data Loader

B. Mass Transfer Tool

C. Data Import Wizard

D. Dataloader.io

Answer: B (LEAVE A REPLY)

The mass transfer tool allows you to transfer up to 250 records at a time from one user to another user while keeping the existing team members intact. You can access this tool from Setup by entering Mass Transfer Records in the Quick Find box. Reference: https://help.salesforce.com/s/articleView?id=sf.mass_transfer_overview.htm&type=5

NEW QUESTION: 96

An administrator is on a tight deadline to create dashboards for the sales and marketing teams at AW Computing.
What should the administrator do to meet the deadline without increasing the budget?

A. Train someone on the sales and marketing teams to build dashboards.

B. Check the AppExchange for prebuilt Solution that can be easily customized.

C. Hire a Consultant to build the custom dashboards.

D. Build the dashboards manually to meet the deadline.

Answer: B (LEAVE A REPLY)

To save time and budget, you can check the AppExchange for prebuilt solutions that can be easily customized for your needs. AppExchange is a marketplace for apps, components, and consulting services that extend Salesforce functionality.

NEW QUESTION: 97

What are three characteristics of a master-detail relationship?
Choose 3 answers

A. The master object can be a standard or custom object.

B. Permissions for the detail record are set independently of the master.

C. Each object can have up to five master-detail relationships.

D. Roll-up summaries are supported in master-detail relationships.

E. The owner field on the detail records is the owner of the master record.

Answer: A,D,E (LEAVE A REPLY)

A master-detail relationship is a parent-child relationship in which the master object controls certain behaviors of the detail object. The master object can be a standard or custom object, but not all standard objects support being a master. Roll-up summaries are fields that calculate the sum, count, min, or max of child records. The owner field on the detail records is not available and is automatically set to the owner of the master record.

NEW QUESTION: 98

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. Dashboard Subscriptions
C. Dynamic Dashboards
D. Public Dashboards.

Answer: C (LEAVE A REPLY)

Dynamic dashboards allow you to display data according to the security settings of the running user. If users have different access levels to data on dashboards, you can use dynamic dashboards to show them only what they are allowed to see.

NEW QUESTION: 99

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. Detail Column
B. Bucket Column
C. Group Rows
D. Filter Logic

Answer: (SHOW ANSWER)

Bucket column allows you to categorize report data into groups without creating a formula or custom field. You can create buckets for different ranges of values and assign labels to them.

NEW QUESTION: 100

Ursa Major Solar offers amazing experiences for all of it employees. The Employee engagement committee wants to post updates while restricting other employees from posting.
What should the administrator create to meet this request?

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

Answer: (SHOW ANSWER)

Chatter broadcast group is a type of group that should be created to meet this request. Chatter broadcast group is a group where only group owners and managers can create posts, but anyone can comment on posts. This can be useful for sharing important updates or announcements with a large audience without cluttering the feed with other posts. Reference:
https://help.salesforce.com/s/articleView?id=sf.collab_groups_create.htm&type=5

NEW QUESTION: 101

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. Review the login history for the user.
B. Check the attempted logins by running the setup audit trail.
C. Pull the password history to ensure the password policy was followed.
D. Reset the security token for the profile.
Answer: A (LEAVE A REPLY)
To identify why a user is unable to log in to Salesforce, the administrator should review the login history for the user. The login history shows the date and time of each login attempt, the source IP address, the browser and platform used, the login type (such as username and password or single sign-on), and the status (such as success or failure). The login history can help troubleshoot common login issues such as incorrect username or password, invalid security token, IP restrictions, or login hours violations. Checking the attempted logins by running the setup audit trail, pulling the password history, or resetting the security token for the profile will not help identify why a user is unable to log in.
Reference: https://help.salesforce.com/s/articleView?id=sf.monitoring_login_history.htm&type=5

NEW QUESTION: 102
Cloud Kicks want to have consistency when communication with customers on cases. The company has requested messages to be sent in an email channel with categories to help search for the proper message.
Which Solution Should be administrator suggest to meet this requirement?
A. Prebuilt Quick Texts
B. Prebuilt Email Templates.
C. Prebuilt Flow Templates.
D. Prebuilt Auto-Responses.
Answer: B (LEAVE A REPLY)
Prebuilt email templates are email templates that have been created and provided by Salesforce for common use cases such as sending welcome messages, confirmation emails, etc. They can be used by Cloud Kicks to have consistency when communicating with customers on cases via email channel with categories to help search for the proper message. Prebuilt email templates can be accessed from the email action in the case feed or from the email composer in Lightning Experience. They can also be filtered by category to find the most relevant template for each case. Prebuilt quick texts, prebuilt flow templates, and prebuilt auto-responses are not solutions for having consistency when communicating with customers on cases via email channel; they are used for different purposes such as inserting common phrases, creating guided processes, or sending automated replies. Reference:
https://help.salesforce.com/s/articleView?id=sf.email_templates_prebuilt.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.email_templates_use.htm&type=5

NEW QUESTION: 103
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. Boolean variable
B. Text variable
C. ID variable
D. Record variable
Answer: C (LEAVE A REPLY)
An ID variable is a type of variable that can store an ID value of a record or a record type in a flow. It can be used to store the ID of a record type for later use in a flow, such as assigning it to a record or using it in a condition. A boolean variable is a type of variable that can store a true or false value in a flow. A text variable is a type of variable that can store a text value in a flow. A record variable is a type of variable that can store one or more field values of a record in a flow. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_variables.htm&type=5

NEW QUESTION: 104
Cloud kicks wants to track shoe designs by products. Shoe designs should be unable to be deleted, and there can be multiple design for one product across various stages.
Which two steps should the administration configure to meet this requirement?
Choose 2 answers
A. Create a Custom Object for shoe design.
B. Configure a Custom Lookup Field for shoe design on the product object.
C. Add a custom master detail field for shoe design on the Product Object.
D. Use the Standard Object for designs.
Answer: A,C (LEAVE A REPLY)
Custom object and master detail field are two steps that should be configured to meet this requirement. Custom object can be used to create a new object for shoe design that can store information about different designs and stages. Master detail field can be used to create a relationship between Product and Shoe Design that prevents deletion of Shoe Design records and allows multiple designs for one product. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_customobjects.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

NEW QUESTION: 105
Universal Containers requires a different Lightning page to be displayed when Accounts are viewed in the Sales Console and in the Service Console.
How should an administrator meet this requirement?
A. Update page layout assignments.
B. Define multiple record types.
C. Assign Lightning pages as app default.
D. Create different user profiles.
Answer: C (LEAVE A REPLY)

Lightning pages are custom layouts that let you design pages for your Salesforce org using Lightning App Builder. You can assign different Lightning pages for different apps, record types, and profiles using Lightning page assignments. To meet the requirement of displaying different Lightning pages for Accounts in Sales Console and Service Console, you need to assign Lightning pages as app default for each app. Reference: https://help.salesforce.com/s/articleView?id=sf.lightning_page_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.lightning_page_assignments.htm&type=5

NEW QUESTION: 106

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 Converted.

C. Existing field values will be deleted.

D. Existing auto number field to Text is prevented.

Answer: D (LEAVE A REPLY)

One thing that an administrator should be aware of before changing an auto-number field to text field is that this change is prevented by Salesforce; it cannot be done because it would cause data loss and inconsistency. Auto-number fields are fields that automatically assign unique numeric values to each record; they cannot be changed to text fields because text fields do not have this functionality and may allow duplicate or invalid values. Existing field values remaining unchanged, being converted, or being deleted are not things that would happen before changing an auto-number field to text field because this change cannot happen at all. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_auto_number.htm&type=5

NEW QUESTION: 107

Dreamhouse Realty agents are double-booking open house event nights. The evet manager wants to event submission process to help agents fill in event details and request dates.
How should an administrator accomplish the request?

A. Create a workflow role to update the Event Date Field.

B. Create an approval process on the Campaign object.

C. Create a sharing rule so that other agents can view events.

D. Create a campaign for agents to request event dates.
Answer: B (LEAVE A REPLY)
To help agents fill in event details and request dates for open house events without double-booking them, the administrator should create an approval process on the Campaign object, which is used to manage marketing events in Salesforce. The approval process can define entry criteria based on campaign fields such as type or status, specify initial submission actions such as sending email alerts or updating fields, assign approvers who can review and approve event requests, and specify final approval actions such as creating tasks or updating fields. Creating a workflow rule, a sharing rule, or a campaign will not help agents request event dates or prevent double-booking. Reference:
https://help.salesforce.com/s/articleView?id=sf.campaigns_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.approvals_considerations.htm&type=5

NEW QUESTION: 108
Universal Container wants to prevent its service team from accessing deal records. While service users are unable to access deal list views, they are able to find the deal records via a search.
What options should the administrator adjust to fully restrict access?
A. Record setting and search index
B. Permissions and tab visibility
C. App permissions and search terms
D. Page layouts and field- level security
Answer: (SHOW ANSWER)
Permissions and tab visibility are two options that administrators can adjust to fully restrict access to records for certain users or profiles. Permissions determine what users can do with records, such as create, read, edit, delete, view all, or modify all. Tab visibility determines whether users can see a specific object tab in their app launcher or navigation bar. By setting permissions and tab visibility to none or hidden for deal records for service users or profiles, administrators can prevent them from accessing deal records via search or other methods. Reference:
https://help.salesforce.com/s/articleView?id=sf.users_profiles_permissions.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_tabs.htm&type=5

NEW QUESTION: 109
An administrator needs to create a one-to-many relationship between two objects with limited access to child records.
What type of field should the administrator use?
A. Roll-up summary
B. Master-detail field
C. Cross Object formula
D. Lookup field
Answer: D (LEAVE A REPLY)
A lookup field is a type of field that creates a relationship between two objects and allows users to select a record from one object as a value for another object. A lookup relationship creates a one-to-

many relationship between two objects, where each parent record can have many child records but each child record can have only one parent record. A lookup relationship also allows limited access to child records, meaning that users can see only those child records that they have access to based on their profile permissions and sharing settings. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5