Salesforce.CRT-211.v2026-01-20.q148

Exam Code:	CRT-211
Exam Name:	Certification Preparation for Advanced Administrator
Certification Provider:	Salesforce
Free Question Number:	148
Version:	v2026-01-20
# of views:	106
# of Questions views:	1480
https://www.dumpsdb.com/dumps/Salesforce/CRT-211/Salesforce.CRT-211.v2026-01-20.q148	

NEW QUESTION: 1
Cloud Kicks needs to create 10 separate environments for various projects. A developer sandbox has been created with the necessary configuration and dat a. The administrator needs to create 10 now environments with the same metadata and data for each user.
What should the administrator do to meet the requirements?
A. Use the existing sandbox as a sandbox template.
B. Use clone a sandbox option from the existing sandbox.
C. Use a scratch org definition to copy sandbox.
D. Use refresh sandbox without Auto Activate.
Answer: (SHOW ANSWER)

NEW QUESTION: 2
The administrator at Cloud Kicks needs to import a batch of person accounts into Salesforce.
What tool should the administrator use?
A. Data Import Wizard
B. Quick Create
C. Bulk API
D. Mass Update
Answer: (SHOW ANSWER)
The Data Import Wizard is a tool that allows you to import data for standard and custom objects, including person accounts, into Salesforce. You can access it from the Setup menu and use it to import up to 50,000 records at a time. You can also use it to update, upsert, or delete existing records. The Data Import Wizard can help you match your data with Salesforce fields, prevent duplicates, and run import jobs in the background.

References: https://help.salesforce.com/s/articleView?id=sf.data_importer.htm&type=5

NEW QUESTION: 3

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

A. Create a permission set with the View All Data permission for the subset of users

B. Assign delegated administration to the subset of users to View All Data

C. Create a new profile and role for the subset of users with the View All Data permission

D. Enable the View All Data permission for the roles of the subset of users

Answer: A (LEAVE A REPLY)

NEW QUESTION: 4

The sales operations team has required a new custom object with the
following requirement:

. The sales managers should have full access to all records created

. The object's sharing default should be set to private.

. No new sharing rules should be created.

how can the system administrator set up the security for this object? choose 2

A. Create a permission set for all sales Manager users with "modify all" checked for the object.

B. Create a Record type with "Modify all" checked, and assign this Record type to the sales manager profile.

C. Add the "modify all" permission to the sales manager profile for the new object

D. create a role for all sales Manager users with "Modify all" checked for the object.

Answer: (SHOW ANSWER)

NEW QUESTION: 5

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

What should the administrator recommend to assist with debugging?

A. Select the Debug Enabled checkbox on platform events,

B. Platform events are unavailable for debugging.

C. Set a debug log on the Automated Process entity.

D. Search the AppExchange to And a tool that assists with debugging.

Answer: C (LEAVE A REPLY)

To debug platform events in Apex code, you need to set a debug log on the Automated Process entity. This entity represents an automated process user that runs flows and processes in your org. By setting a debug log on this entity, you can capture the events that are published and consumed by your flow and Apex code, as well as any errors or exceptions that occur during the execution. References:

https://developer.salesforce.com/docs/atlas.en-us.platform_events.meta/platform_events/platform_events_debug
https://help.salesforce.com/s/articleView?id=sf.code_add_users_debug_log.htm&type=5

NEW QUESTION: 6

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

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

Answer: (SHOW ANSWER)

Sharing rules are automatic exceptions to organization-wide sharing settings that grant additional access to records based on record ownership or criteria. By creating a sharing rule on the Account object for all members of the account services role to have Read/Write access, the administrator can allow users in that role to edit and change ownership of Accounts owned by any of their team members, regardless of the organization-wide sharing setting for Account.
References:
https://help.salesforce.com/s/articleView?id=sf.security_sharing_rules.htm&type=5

NEW QUESTION: 7

As part of their yearly audit, the compliance team at Cloud Kicks would like to track when a user's profile has been changed and who changed the data.
What should the administrator review to meet this requirement?

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

Answer: (SHOW ANSWER)

The Setup Audit Trail is a tool that allows you to view and download a log of changes made in your org's Setup area. The log shows up to 20 fields of information for each change, such as who made it, when it was made, what type of change it was, and what values were changed. You can use the Setup Audit Trail to track configuration changes directly in production and identify any unauthorized or problematic changes. One of the changes that the Setup Audit Trail tracks is when a user's profile is changed and who changed it. This means that you can use the Setup Audit Trail to see when a user's profile has been changed and who changed the data.
Reference: https://help.salesforce.com/s/articleView?id=sf.monitorsetup.htm&type=5

NEW QUESTION: 8

In Collaborative Forecasting, what can a Forecast manager do? Choose 2.

A. Ability to see all forecasts of the users below the Forecast hierarchy

B. Ability to edit opportunities of the users below the Forecast hierarchy

C. Ability to assign users to forecasts in the Forecasts hierarchy

D. Ability to view opportunities of the users below the Forecast hierarchy

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 9

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

What debug log category should be used?

A. Workflow

B. Callout

C. System

D. Database

Answer: (SHOW ANSWER)

Workflow debug log category captures information about workflow rules, flows, processes, and actions that are executed as a result of a DML operation. References:

NEW QUESTION: 10

"Object" data needs to be pulled up monthly from an org and stored else where. What can be done to perform this? Choose 2

A. Use Data Loader

B. Select "Schedule Export" from Data Export

C. IUse Data Exporter

D. Select "Object" Export from Data Management

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 11

AW Computing is conducting an audit and wants to understand how many objects have been shared as public externally.

which tool should the administrator use to quickly obtain this details?

A. Security Health Check

B. Setup Audit Trail

C. Session Security Settings

D. Object Manager

Answer: (SHOW ANSWER)

The data masking tool is a tool that allows you to mask sensitive data in your full sandbox by replacing it with fictitious data. This can help you protect your data privacy and comply with regulations while testing in a realistic environment. You can use the data masking tool to mask

data for standard and custom objects, including person accounts, and choose from different masking formats and options. References:
https://help.salesforce.com/s/articleView?id=sf.data_mask.htm&type=5

NEW QUESTION: 12
How can we make sure that users are using a uniformed set of tagging when using Contents. Choose 3
A. Enable restricted tagging
B. Create a picklist
C. Use Prepopulated tagging
D. Make sure to set specific taggings with the contributors
Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 13
The sales department has asked to limit access to the Amount field on the Opportunity to only tnose users. In the sales department and on the executtve team, Northern Trail Outfitters uses six custom profiles including Sales User. Marketing user, call Center user. Executive User Sales Manager user, ana call Center Manager user. Field level access is removed from three or the profiles In the sandbox.
What action should an administrator take to make sure this change is in production?
A. Create a sandbox template and push it to production to reflect the update.
B. Manually restrict access to this field for each profile via Setup Just like the sandbox.
C. Deploy a change set from tht sandbox to prodUGBOffl including the Amount field with all the custom profiles.
D. Process a change set with the profiles that should no longer have access to the field.
Answer: C (LEAVE A REPLY)
A change set is a tool that allows you to send customizations from one Salesforce org to another. A change set can contain components such as objects, fields, profiles, permission sets, workflows, and more. You can use change sets to migrate changes from a sandbox org to a production org or between two sandbox orgs that are affiliated with the same production org. In this case, you can deploy a change set from the sandbox to production that includes the Amount field and all the custom profiles that need access to it. This way, you can update the field-level security settings for the field on each profile in one deployment. Reference:
https://help.salesforce.com/s/articleView?id=sf.changesets.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.changesets_components_field.htm&type=5

NEW QUESTION: 14
AW Computing wants to identify If certain customer is eligible for a service contract based on product. How to check it ?
A. Service Contracts with Contract Line Items and Entitlements
B. Service Contracts with Entitlements

C. Entitlements Only
Answer: (SHOW ANSWER)

NEW QUESTION: 15
Recruiters at universal containers wants to associate positions with their related job applications using two custom objects position and job application. a job application must always have a related position. if a position is deleted, the corresponding job applications are deleted.
what type of object relation ship will meet this requirement?
A. junction
B. Master detail
C. Lookup
D. Hierarchical
Answer: B (LEAVE A REPLY)

NEW QUESTION: 16
An administrator needs to Import a large amount of historical data (more than 100,000 records) from another system.
how should the administrator import the data?
A. SOAP based API with Developer console
B. Data Loader with Bulk API Enabled
C. An AppExchange package
D. Import Wizard with Add Only
Answer: B (LEAVE A REPLY)
Data Loader is a tool that allows administrators to import or export large amounts of data (more than 50,000 records) from or to Salesforce using CSV files. Data Loader can be used for inserting, updating, deleting, upserting, exporting, or extracting data. Bulk API is an API that allows administrators to process large batches of records asynchronously in the background. Bulk API can handle millions of records with high performance and minimal system resources. By using Data Loader with Bulk API enabled, an administrator can import a large amount of historical data (more than 100,000 records) from another system efficiently and securely.
References: https://help.salesforce.com/s/articleView?id=sf.data_loader.htm&type=5
https://help.salesforce.
com/s/articleView?id=sf.loader_api.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.
bulk_api_intro.htm&type=5

NEW QUESTION: 17
The administrator at Cloud Kicks has been asked to delete a large number of quote line items. The/ receive a .csv fife with the record IDs to be deleted. The administrator uses Data Loader to delete them and selects Use Sulk APL When the job runs, every record shows an 'entity Is deleted' error In the error file that is created.
What is the reason for the error?
A. The batch size selected was greater than the 200 record limit.
B. One of the IDs in the batch referenced a record that was In the recycle bin.
C. This Is the standard error message when records are deleted using Bulk API.
D. Deleting with Data Loader can only be done In Batch API mode.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 18
At Cloud Kicks, the distributor account information is sensitive information. The administrator needs to make sure this information is unavailable to testers in the full sandbox.
What should the administrator recommend?
A. Refresh the sandbox.
B. Assign the users a new permission set.
C. Use the data masking tool.
D. Delete the sensitive information.
Answer: C (LEAVE A REPLY)
The data masking tool is a tool that allows you to mask sensitive data in your full sandbox by replacing it with fictitious data. This can help you protect your data privacy and comply with regulations while testing in a realistic environment. You can use the data masking tool to mask data for standard and custom objects, including person accounts, and choose from different masking formats and options. References:
https://help.salesforce.com/s/articleView?id=sf.data_mask.htm&type=5

NEW QUESTION: 19
AW Computers has created a custom field called Government ID on a custom object. Most users with a custom Sales profile should be unable to access this field. A select group of Sales users called the Institutional Team should be able to access the Government ID field via reports.
How should an administrator accommodate this request?
A. Create a permission set with Read access to the field. Assign the permission set to the Institutional Team.
B. Configure a report type with the Government ID field. Assign this report type to the Institutional Team via a permission set.

C. Mark the field as Read Only on the sales profile. Create a permission set to re-enable reporting for the Institution Team.
D. Make a report with the Government ID field included. Share this report to the Institutional Team in a public reports folder.
Answer: A (LEAVE A REPLY)
A permission set is a collection of settings and permissions that give users access to various tools and functions in Salesforce. A permission set can be used to extend users' functional access without changing their profiles. You can assign permission sets to individual users or groups of users based on their business needs. In this case, you can create a permission set with Read access to the Government ID field on the custom object and assign it to the Institutional Team users who need access to this field via reports.
References: https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5
https://help.
salesforce.com/s/articleView?id=sf.perm_sets_create.htm&type=5

NEW QUESTION: 20
There is Custom Object and Only System admin has CRED access. Now they want to extend it to VP User. How System Administrator can achieve this ? Choose 2
A. OWD
B. Sharing Rule
C. Use Permission Set
D. Create Custom Profile
E. Change existing Standard Profile
Answer: (SHOW ANSWER)

NEW QUESTION: 21
Cloud Kicks has updated several profiles and created a new app in the sandbox. After testing, everything is working as expected. Which two options should the administrator use to migrate these changes to production from the sandbox?
Choose 2 answers
A. Outbound Change Set
B. Change Data Capture
C. Inbound Change Set
D. Package deployment
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 22
Universal Containers plans to migrate its existing knowledge base in to Salesforce Lightning Knowledge. Which two statements must be considered? Choose2 answers.* (1 Point)
A. Classic Knowledge Attachments are moved to the files related list
B. Article numbers change during migration

C. Approval process history migrate to Lightning Knowledge
D. Each article must be associated to a record type
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 23
AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a Contact but is unable to do so. The administrator has already updated the page layout to no longer require an Account.
What could be the issue?
A. Private Contacts need to be enabled in Setup.
B. A primary Account relationship is required on a Contact regardless of the page layout settings.
C. The Contact has indirect relationships to other Accounts.
D. The Account Contact relationship record needs to be deleted first in order to disassociate the Contact from the Account.
Answer: B (LEAVE A REPLY)
A primary account relationship is a feature that allows you to link a contact to a single account as its primary account. A primary account relationship is required on a contact regardless of the page layout settings or the contact to multiple accounts feature. This means that you cannot remove the primary account from a contact, but you can change it to another account. You can also add secondary accounts to a contact if you have enabled the contact to multiple accounts feature. References: https://help.salesforce.com/s/articleView?id=sf.
contacts_multiple_accounts.htm&type=5 https://help.salesforce.com/s/articleView?
id=sf.contacts_fields.
htm&type=5

NEW QUESTION: 24
A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested.
What permission should be reviewed to determine if it is missing from the administrator user or profile?
A. Create and Upload Change Sets
B. Modify Metadata Through Metadata API Functions
C. Deploy Change Sets
D. API Enabled
Answer: (SHOW ANSWER)
To use outbound change sets, a user needs to have the Create and Upload Change Sets permission on their profile or permission set. This permission allows users to create change sets in a sandbox or Developer Edition organization and upload them to another organization.
Reference: https://help.salesforce.com/s/articleView?
id=sf.changesets_create_upload_perm.htm&type=5

NEW QUESTION: 25

In Lightning, an opportunity pipeline report listing opportunities by sales representative shows multiple opportunities written for the same account. The sales Manager would like to know how many individual account each representative has written business for.

How should the report be identified to include the number of individual accounts represented by representative?

A. Create a custom summary formula and group by account.

B. Group by Account and summarize a custom checkbox defaulted to checked.

C. Select Show Unique Count on the Account Name Column in the report builder.

D. Add a bucket field for Account Name and group by the bucket field.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 26

The administrator at Ursa Major Solar has set up IT policies for all user passwords to be a minimum length of

3 characters and have an expiration period of 90 days. The security team recently decided that administrators of any system should have a 15-character minimum password with a 30-day expiration period.

Where should the administrator make this change?

A. Organi2ation-wide password policies

B. Password complexity requirements on the permission set

C. Password Policies on the System Administrator profile .

D. Session Settings on the User record

Answer: C (LEAVE A REPLY)

Password Policies on the System Administrator profile is a feature that allows administrators to set different password requirements for users with different profiles. Password Policies can specify the minimum length, complexity, expiration period, history enforcement, lockout interval, and warning message for passwords.

Password Policies can be used to enforce stricter password requirements for system administrators than for other users

NEW QUESTION: 27

An administrator need a business process automated, but only for certain user and profiles. The administrator will need to frequently update which users and profiles will use the process. After evaluating the declarative options, it was determined that this functionality must be done via an Apex trigger.

What software requirement should the administrator request so that process execution can be declaratively controlled?

A. Use Process Automation Setting in Setup to the appropriate users or profiles.

B. Use a System permission that is assigned to the user or profile.

C. Use Apex Class Access to assign the Apex code to the user or profile.
D. Use a custom permission set that is assigned to the user.
Answer: D (LEAVE A REPLY)
Use a custom permission set that is assigned to the user because custom permissions are a way to grant access to custom processes or functionality based on user profiles or permission sets. Custom permissions can be referenced by Apex code, validation rules, flows, or other logic to control whether a process should run for a user or not. Custom permissions can be used to declaratively control process execution by assigning them to users or profiles.

NEW QUESTION: 28
Cloud Kicks has Service end Soles Manager roles that need to be able to see a I Accounts. Currently, they each have their own custom profile. The organization-wide defaults are set to Private and a sharing rule share access to Accounts to the sales and service teams based on criteria.
What should the administrator do to allow the service and sales Manager to sec all Accounts?
A. Configure a custom profile for each manager that gives them view All on Accounts.
B. Set the organization-wide default for Accounts to Public Read Only.
C. Create a permission set with view All to Accounts and assign it to the Service and Sales Managers.
D. Move the Service and Sales Managers higher in the role hierarchy.
Answer: C (LEAVE A REPLY)
A permission set is a collection of settings and permissions that can extend users' functional access without changing their profiles. By creating a permission set with view All on Accounts and assigning it to the service and sales managers, an administrator can grant them access to all account records in their org without modifying their existing profiles. Reference: https://help.salesforce.com/s/articleView?id=sf.users_permissionsets.htm&type=5

NEW QUESTION: 29
Universal Containers needs to create price books for sales representatives in multiple regions. How should the administrator meet this requirement?
A. Delete the products that are not needed by a region from the standard price book.
B. Clone the standard price book and create a new price book for each region.
C. Add new Price book entries to the standard price book for each region.
D. Delete the standard price book and create new price books for each region.
Answer: (SHOW ANSWER)

NEW QUESTION: 30
An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object.
What should the administrator consider about the order of execution for flows?
A. The flow type will determine the order of execution.

B. The last created date of the flow will determine the order.
C. The order of flow execution is unpredictable.
D. The flows will execute in alphabetical order based on their names.
Answer: (SHOW ANSWER)
The order of execution for flows that are configured to run before the record is saved on the same object is unpredictable and may vary depending on factors such as flow version, flow name, or flow creation date.
Therefore, it is recommended to avoid creating multiple flows with the same trigger conditions and instead consolidate them into a single flow.

NEW QUESTION: 31
The Marketing Manager has requested that a field be added to each account that displays the number of contacts associated with the account. The manager wants to use this field as part of an email marketing segmentation strategy. How can this requirement be met?
A. Create a custom field on the account. Use a workflow rule to update the field when contacts are added or deleted
B. Create a custom formula field on the account using the count() function to count the number of related contacts
C. Create a roll-up summary field that counts the number of contacts and displays the count on the account
D. Create custom field on the account. Use an Apex trigger to update the field when contacts are added or deleted
Answer: D (LEAVE A REPLY)

NEW QUESTION: 32
Cloud Kicks (CK) typically sells Its products direct to consumer and tracks sales using the Order object In Salesforce. The head of sales has now decided that CK will also sell to retail locations for resale. The administrator wants to leverage opportunities and opportunity products for these new deals.
What should the administrator do to track accurate sales data on opportunities?
A. Create new Products with the new retail pricing.
B. Create a new Price Book for the new retail pricing.

C. Add a required lookup field from the Order to the opportunity.
D. Add a new Order Process for Orders generated from opportunities.
Answer: (SHOW ANSWER)

NEW QUESTION: 33
DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts.
What should the administrator consider when setting up Collaborative Forecasts?
A. Opportunity Split data cannot be viewed in a forecast.
B. A forecast can be either revenue-based or quantity-based.
C. A single org can have up to six different types of forecasts.
D. The default forecast categories cannot be customized.
Answer: B (LEAVE A REPLY)
A forecast is a projection of how much revenue or quantity you can generate from your sales pipeline for a given period of time. A forecast can be either revenue-based or quantity-based, depending on what you want to measure and track. A revenue-based forecast shows the amount of money expected from closed sales, while a quantity-based forecast shows the number of units expected from closed sales. You can choose the forecast type that best suits your business needs and goals when you set up Collaborative Forecasts in Salesforce.
Reference: https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.forecasts3_forecast_types.htm&type=5

NEW QUESTION: 34
Sales management wants a small subset of users with different profiles and roles to be able to view all data for compliance purposes. How can an administrator meet this requirement?
A. Assign delegated administrator to the subset of users to View All Data.
B. Create a new profile and role for the subset of users with the View All Data permission.
C. Enable the View All Data permission for the roles of the subset of users.
D. Create a permission set with the View All Data permission for the subset of users.
Answer: D (LEAVE A REPLY)
A permission set is a collection of settings and permissions that give users access to various tools and functions. The View All Data permission allows users to view all data, regardless of sharing settings. By creating a permission set with this permission and assigning it to the subset of users, the administrator can meet the requirement without changing their profiles or roles.
References:
https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.admin_general_permissions.htm&type=5

NEW QUESTION: 35
Your organization-wide defaults for access rights to Price Books are set to Use, but only Sales Reps should have access to Price Books, What should be your first step? * (1 Point)

A. Change the organization-wide default setting to No Access.
B. Leave the organization-wide default setting, but change the Sales Reps' access rights.
C. Change the Sales Reps' access rights to Use.
D. Change the organization-wide default setting to View Only.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 36
The sales manager at Universal Containers wants to see all opportunities that do not have any activities. Which report type could be used to meet this requirement? Choose 2
A. A standard opportunity filtered by the field Last Activity and a custom date range that is blank
B. An opportunity report with a cross-object filter of opportunities without activities
C. A joined report using an opportunity report in Block A; a task and event report filtered by tasks for Block B
D. A custom report type with Opportunity as the primary object and Activity as the secondary object
Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 37
Cloud Kicks needs to track government-issued identification numbers for its customers. The security team requires that the identification number cannot changed by users and must be masked when displayed, except the last two digits.
Which two recommended configurators should administrator create? Choose 2 answers
A. Use a field with Classic Encryption.
B. Enable Shield Platform Encryption.
C. Configure a Field Encryption Policy
D. SetRead-Only Field-Level Security in the user Profile
Answer: (SHOW ANSWER)
Shield Platform Encryption is a Salesforce feature that allows you to encrypt sensitive data at rest while preserving critical platform functionality. It uses a combination of tenant secrets, encryption keys, and masking policies to protect your data. A field encryption policy is a set of rules that defines which fields are encrypted and how they are masked when displayed. A field encryption policy can be used to encrypt and mask the identification number field, except for the last two digits. References:
https://help.salesforce.com/s/articleView?id=sf.security_pe_overview.htm&type=5
https://help.salesforce.com/s/articleView?
id=sf.security_pe_field_encryption_policies.htm&type=5

NEW QUESTION: 38
On the Planet custom object, Ursa Major Solar's sales director wants only certain action buttons to appear depending on if a given planet is defined as gaseous.
Which Lightning component should the administrator define dynamic action buttons?

A. Highlights Panel
B. Related Lists
C. Activities
D. Record Detail
Answer: (SHOW ANSWER)

NEW QUESTION: 39
A sales user is assigned to a permission set group that gives them Modify All access to Accounts. An administrator assigns the same user to a muting permission set that mutes Deletes access on Account.
What level of access will the sales user have on the Account object?
A. Read-only
B. Modify All
C. Read, Create, and Edit
D. No Access
Answer: B (LEAVE A REPLY)
Permission set groups are a combination of permission sets that grant users access to various tools and functions. Muting permission sets are used to remove access that is granted by other permission sets in the group. However, muting permission sets cannot remove object-level access that is granted by Modify All or View All permissions. Therefore, if a user is assigned to a permission set group that gives them Modify All access to Accounts, a muting permission set that mutes Delete access on Account will not have any effect.
The user will still have Modify All access on the Account object, which includes Delete access.
References:
https://help.salesforce.com/s/articleView?id=sf.perm_sets_groups_muting.htm&type=5

NEW QUESTION: 40
An administrator would like to know which delegated administrators are actively customizing their organization.
their organization. Where can the administrator find this information?
A. Debug log
B. Delegated administrator log
C. Setup audit trail
D. Login history
Answer: C (LEAVE A REPLY)

NEW QUESTION: 41
An administrator is Informed that an employee has Just resigned and needs all access removed Immediately. This user is the owner of 4,000 records and the sole recipient or 57 email alerts. Management will need at least a month to find a replacement. The email administrator has already revoked their email access.

What action should be taken to ensure the user's access is immediately revoked?
A. Go into the user record and uncheck the Lightning User checkbox.
B. Go into the user record and freeze the user.
C. Go into the user record and set the login hours to None'.
D. Go into the user record and delete the user,
Answer: B (LEAVE A REPLY)
Go into the user record and freeze the user is the action that should be taken to ensure the user's access is immediately revoked. Freezing a user is a way to temporarily prevent a user from logging in to Salesforce without deactivating their user record or changing their profile. Freezing a user can be useful when an employee has resigned or left the company and their access needs to be removed immediately. Freezing a user does not affect the ownership of records or email alerts that are assigned to them

NEW QUESTION: 42
North Trail Outfitters want to automate the assignment of territories to opportunities.
Which two features are needed to meet this requirement.
A. Create Assignment Rules
B. Create an Apex Class
C. Enable opportunity owner-based sharing
D. Enable filter-based Opportunity Territory Assignment
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 43
What are three options available to the administrator to help with this issue? Choose 3 answers
A. Move some page components behind a tab.
B. Remove some of the fields displayed.
C. Deactivate unnecessary validation rules.
D. Convert all Process builders to flows.
E. Reduce the number of related lists displayed.
Answer: A,B,E (LEAVE A REPLY)
Move some page components behind a tab, remove some of the fields displayed, and reduce the number of related lists displayed are three options available to the administrator to help with this issue. Moving some page components behind a tab can help reduce the loading time of a record page by hiding some components until they are needed by the user.

NEW QUESTION: 44
An administrator wants to determine if brute-force password attacks are being used against the org. A brute-force attack is when multiple password combinations are attempted in a short time period.
Where should the administrator look for more information?
A. Login Forensics

B. Connected Apps OAuth Usage
C. Event Manager
D. User Field History Tracking
Answer: A (LEAVE A REPLY)
Login Forensics is a Salesforce feature that allows you to monitor and analyze login behavior and trends in your org. It can help you identify and prevent brute-force password attacks by showing you the number of login attempts, successes, and failures per user, location, and device. You can also set up alerts to notify you when a user exceeds a certain number of login failures or when a login originates from an unusual location or device. References:
https://help.salesforce.com/s/articleView?id=sf.security_loginforensics.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.security_loginforensics_alerts.htm&type=5

NEW QUESTION: 45
The sales department has asked to limit access to the Amount field on the Opportunity to only tnose users. In the sales department and on the executtve team, Northern Trail Outfitters uses six custom profiles including Sales User. Marketing user, call Center user. Executive User Sales Manager user, ana call Center Manager user. Field level access is removed from three or the profiles In the sandbox.
What action should an administrator take to make sure this change is in production?
A. Create a sandbox template and push it to production to reflect the update.
B. Manually restrict access to this field for each profile via Setup Just like the sandbox.
C. Deploy a change set from tht sandbox to prodUGBOffl including the Amount field with all the custom profiles.
D. Process a change set with the profiles that should no longer have access to the field.
Answer: C (LEAVE A REPLY)
A change set is a tool that allows you to send customizations from one Salesforce org to another. A change set can contain components such as objects, fields, profiles, permission sets, workflows, and more. You can use change sets to migrate changes from a sandbox org to a production org or between two sandbox orgs that are affiliated with the same production org. In this case, you can deploy a change set from the sandbox to production that includes the Amount field and all the custom profiles that need access to it. This way, you can update the field-level security settings for the field on each profile in one deployment. References: https://help.
salesforce.com/s/articleView?id=sf.changesets.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.
changesets_components_field.htm&type=5

NEW QUESTION: 46
What sums up to the Manager on both the Collaborative and Customizable Forecasting?
A. Opportunity Amount
B. Product Quantity
C. Quota Amount

D. Expected Revenue
Answer: A (LEAVE A REPLY)

NEW QUESTION: 47
Universal Containers has four sales region: North America, APAC, EMEA, and LATAM. Each sales region is led by a VP of sales. Each of the VPs wants to have a dashboard emailed to them every IT Monday morning that contains components with only the data for their region. How can an administrator meet this requirement?
A. Create a reporting snapshot and check the dashboard option, scheduled to be delivered on Monday mornings
B. Create one dashboard that includes a filter for each region, scheduled to be delivered on Monday mornings
C. Create one dashboard using Visualforce to create a filter, scheduled to be delivered on Monday mornings
D. Create a separate dashboard with data specific to each sales VP, scheduled to be delivered on Monday mornings
Answer: B (LEAVE A REPLY)

NEW QUESTION: 48
In "Setup | Salesforce CRM Content | Settings" , what will happen if you uncheck "Enable content pack creation" ? Choose 5
A. You can change description of "Content Pack"
B. You can clone existing "Content Pack"
C. You can change Title of "Content Pack"
D. Edit documents inside existing Content Pack
E. You can create New "Content Pack"
F. You can Change Language
G. You can delete "Content Pack"
H. You can add , Edit Tags
Answer: (SHOW ANSWER)

NEW QUESTION: 49

The salts team at Universal Containers has asked the administrator to build functionality to automatically update the account checkbox field 'Opportunity Created' to checked when at least one related opportunity has been created.
What feature should the administrator use to build this functionality?
A. Workflow rule
B. Record-triggered flow
C. Screen flow
D. Assignment rule
Answer: (SHOW ANSWER)

NEW QUESTION: 50
What tool can be used to deploy sandbox to 2 different Orgs ?
A. DataLoader
B. Force.com Migration Tool
C. Import Wizard
D. ChangeSet
Answer: B (LEAVE A REPLY)

NEW QUESTION: 51
An administrator at AW Computing noticed that a custom field on the Contact object was changed from text to text area.
What tool should the administrator use to investigate this change?
A. Developer Console
B. Debug Log
C. Field History Tracking
D. View Setup Audit Trail
Answer: D (LEAVE A REPLY)

NEW QUESTION: 52
A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.
A. Who will be able to edit this new contact record?
B. Users above the sales manager in the role hierarchy
C. All users in the organization
D. The owner and users below the owner in the role hierarchy
E. Sales manager and system administrator
Answer: (SHOW ANSWER)
The sales manager and system administrator will be able to edit this new contact record because they are either the owner or have Modify All Data permission respectively. Users above or below the sales manager in the role hierarchy will not be able to edit this contact record

because contacts are controlled by parent and accounts are set to Public Read Only. All users in the organization will be able to view but not edit this contact record because accounts are set to Public Read Only. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_sharing.htm&type=5

NEW QUESTION: 53

Person accounts were recently activated at Cloud Kicks.
There are three record types for accounts:
* B2B customer
* B2C Customer
* External Partner
There are two record types for leads:
* B2B Lead
* B2CLead
The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2B Customer and External Partner account record types are available choices on the Conversion Layout.
What should the administrator do to correct this issue?
A. Hide the Record Type field on the Account section of the Conversion Layout.
B. Build a process that updates the record type field to B2C Customer after conversion.
C. Use a validation rule to ensure the company name on B2C Leads is blank.
D. Change organization-wide default settings for contacts to Controlled by Parent.
Answer: B (LEAVE A REPLY)
Building a process that updates the record type field to B2C Customer after conversion will correct this issue. The conversion layout for person accounts does not allow selecting different record types for accounts and contacts. The default record type for person accounts is determined by the organization-wide default settings. However, a process can be triggered after conversion to update the record type field based on the lead record type or other criteria.
Reference: https://help.salesforce.com/s/articleView?id=sf.convert_leads_considerations.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.convert_leads_mapping.htm&type=5

NEW QUESTION: 54

AW Computing has a new requirement from its security team where audit information relating to an account must be recorded in a new custom object called Audit. Audit records need to be preserved for 10 years and only accessible by the audit team.
What relationship should be used to relate the Audit object to the Account object?
A. Lookup
B. Self
C. Many-To-Many
D. Master-Detail

Answer: D (LEAVE A REPLY)

NEW QUESTION: 55

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

How should the administrator configure this requirement?

A. Utilize territory management to add the operations team to the East territory.

B. Instruct the operations team members to add themselves to the account teams.

C. Assign to a role in the role hierarchy positioned above the East sales director.

D. Share an Opportunity sharing the with a public group containing the East operations profile.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 56

A Standard user wanted to add a value on a Picklist. Currently, the system Admin is not able to do this. What can the System Admin do?

A. Give the user Modify All permission

B. Make the user a Delegated System Admin for that Object

C. Make the user a Delegated System Admin User

D. Clone the System Admin Profile and assign it to the user for the mean time

Answer: (SHOW ANSWER)

NEW QUESTION: 57

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

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

A. Debug Log

B. Record History

C. Login History

D. Setup Audit Log

Answer: (SHOW ANSWER)

NEW QUESTION: 58

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

A. Field audit history

B. Setup audit trail

C. Field history tracking

D. Debug log

Answer: B (LEAVE A REPLY)
The setup audit trail tracks the recent setup changes that you and other administrators have made to your org.
It can help you troubleshoot issues by showing you what changes were made, who made them, and when. In this case, the setup audit trail can help the administrator identify if someone changed the field-level security, page layout, or profile settings for the industry picklist field.
References: https://help.salesforce.com/s
/articleView?id=sf.monitorsetup.htm&type=5

NEW QUESTION: 59
When an Account has more than five open opportunities over US$10,000, the sales rep should have an option on the Account page to start the escalation process to allocate additional resources.
Which two configurations should the administrator create?
Choose 2 answers
A. Component Visibility filter
B. Formula field
C. Roll-Up Summary field
D. Dynamic Forms
Answer: B,D (LEAVE A REPLY)
Formula field and Dynamic Forms should be created to meet the requirements because a formula field can be used to count the number of open opportunities over US$10,000 related to an account using a roll-up summary filter condition, and Dynamic Forms can be used to display or hide a component on an account page based on a visibility filter using the formula field value.
Reference: https://help.salesforce.com/s/articleView?id=sf.customize_functions_i_z.htm

NEW QUESTION: 60
An administrator has created content types for Salesforce CRM Content and has been asked to restrict the content types that are m a library.
How can an administrator meet this requirement^ Choose 2 answers
A. Add members to the library who are users or members of public groups.
B. Add the Related Content related list to the page layout for the associated object.
C. Select the "Restrict the content types available in the library" checkbox.
D. Add the default content type to the Selected Content Types list.
Answer: (SHOW ANSWER)

NEW QUESTION: 61
AW Computing continues to grow and has concerns about the volume of sensitive data being stored in its org. The administrator suggests utilizing Salesforce Shield.
What should the team consider before Implementing Salesforce Shield?
A. Shield Platform Encryption can be used with custom metadata types.

B. Einstein Lead Scoring is available on encrypted fields.

C. Paused flows can cause data to be saved in an unencrypted state.

D. Encrypted f elcz art j-ab e to be referenced in flows.

Answer: (SHOW ANSWER)

NEW QUESTION: 62

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

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

A. Configure a U.K Opportunity record type.

B. Write a flow the translates the currency from dollars to euros using a custom Exchange Rate field.

C. Add a new U.K Order Form that has the euro symbol instead of the dollar symbol.

D. Create a new Price Book for the U.K product pricing.

Answer: (SHOW ANSWER)

As explained in question 3, a price book is a list of products and their prices for a specific segment of customers or market. By creating a new price book for the U.K product pricing, Northern Trail Outfitters (NTO) can offer different prices for their products in the U.K market due to shipping and raw material cost differences. The price book can also specify which currency is used for the prices, such as pounds or euros.

References: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

NEW QUESTION: 63

The administrator of Universal Containers is testing an approval process in a recently refreshed Developer Pro sandbox and is finding that none of the notification emails are being sent to the approvers. What could be the cause of this? Choose 2 answers

A. The Deliverability Access Level setting is incorrect

B. HTML templates are not available in sandboxes

C. Workflow emails only work in Full sandboxes

D. The email addresses for the users are incorrect

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 64

AW Computing wants to enable a backup resource to assign permissions while restricting the backup resource's ability to create or modify permission sets.
Which feature should be employed to accomplish this request?

A. Assignment Rules
B. Delegated Administrator
C. View All Users Permission
D. Customize Application Permission

Answer: B (LEAVE A REPLY)

Delegated Administration allows administrators to delegate certain user management tasks to non- administrators. For example, a delegated administrator can assign permissions sets to users in specified roles or public groups without having full access to modify permission sets.
References: https://help.salesforce.com
/s/articleView?id=sf.admin_usermgt_delegated.htm&type=5

NEW QUESTION: 65

When an Opportunity reaches a certain value new fields need to be displayed to collect more "high profile" information. How can this be automated inside of Salesforce?

A. Create a page layout & workflow rule with a field update
B. Create a page layout, record type & Apex trigger
C. Create a page layout & Apex Trigger
D. Create a page layout, record type & workflow rule with a field update.

Answer: (SHOW ANSWER)

NEW QUESTION: 66

The Marketing department at Universal Containers regularly changes the page layout requirements for its Custom marketing objects. The VP of Marketing has asked the administrator for permission to configure only these objects. What can the administrator do to meet this request?

A. Set up the VP of Marketing as a delegated administrator for the custom marketing objects
B. Grant the VP of Marketing the ability to login as a user who is a system administrator
C. Create a custom profile with Edit permission on the custom marketing objects and assign to the VP of Marketing
D. Enable the Marketing User permission on the user record for the VP of Marketing

Answer: A (LEAVE A REPLY)

NEW QUESTION: 67

The VP of sales at AW Computing utilizes a Lead report grouped by Country and Lead Source to show where the leads are coming from. The number of leads vanes greatly for each Country.

What should the administrator configure on the report to show the Lead Source effectiveness for each country?
A. The 'Show Unique Count*
B. PARENTGROUPVAL Function
C. Bucket fitters
D. PREVGROUPVAL function
Answer: B (LEAVE A REPLY)
The PARENTGROUPVAL function is a formula function that returns the value of a parent group in a report. It can be used to compare values across different groupings and show relative performance. In this case, the administrator can use this function to show the lead source effectiveness for each country by calculating the percentage of leads from each lead source divided by the total number of leads for each country. Reference:
https://help.salesforce.com/s/articleView?id=sf.reports_formulas_parentgroupval.htm&type=5

NEW QUESTION: 68
When converting a lead to an existing account, the user is getting an error of insufficient privileges.
Which two options could be preventing the user from converting the lead to the existing account?
Choose 2 answers
A. Organisation wide sharing is set to Controlled by Parent for Account and Contact.
B. Organisation-wide Sharing Is set to Private for Account and Contact.
C. Account is owned by someone in the same role.
D. Account is owned by someone above them in the rote hierarchy.
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 69
Suggest a feature that SFB Industries can enable to increase call deflection.
A. Live Chat
B. Public Knowledge Base
C. Click--to--dial
D. Email--to--Case
Answer: B (LEAVE A REPLY)

NEW QUESTION: 70
Agents can file vacation leave request that must be approved by the manager. An agent is unable to submit the request. What could be the possible cause?
A. Agent's manager is inactive
B. There is error in Approval Process
C. Approval process is not activated for him
D. He is not Manager of any User

Answer: A (LEAVE A REPLY)

NEW QUESTION: 71

What should an administrator consider when enabling territory management? choose 3

A. Sharing for accounts,contacts, opportunities and cases is impacted.(100%)

B. It limits the type of forecasting that can be used.(100%)

C. Users can only be a member of one territory at a time.

D. It is permanent and cannot be disabled.(100%)

E. Territory hierarchy must match the organization's role hierarchy.

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

NEW QUESTION: 72

AW Computing created new multi-tier service plans. The primary difference between the packages Is the length of the term. The company wants to capture start and end dates for each service plan sold, which can direr from the contract dates of the subscription.

How should an administrator ensure the data is captured properly?

A. Build a validation rule on the Opportunity object to require custom date fields based on the product(s) selected.

B. Configure formula fields to reflect the close date of the opportunity.

C. Create a new price book for service plans with term lengths.

D. Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.

Answer: D (LEAVE A REPLY)

A validation rule on the Opportunity Product object to require custom date fields based on the product family will ensure that the data is captured properly. A validation rule can check if the product family matches the service plan and if so, require the start and end date fields to be filled out. This way, AW Computing can capture the term length for each service plan sold.

References: https://help.salesforce.com/s/articleView?id=sf.
fields_about_validation_rules.htm&type=5

NEW QUESTION: 73

Leads come to Universal Containers from various sources and need to be assigned to the correct sales team. When a lead comes from the APAC region, it can be passed to an external partner if the Sales Director approves the transfer. The partner's channel manager must be notified when the partner has been assigned the lead. At a minimum, which combination of automation tools shall be needed to meet these requirements?

A. Assignment rules, auto-response rules, and workflow rules

B. Assignment rules and workflow rules

C. Assignment rules and approval processes

D. Assignment rules, approval processes, and workflow rules

Answer: D (LEAVE A REPLY)

NEW QUESTION: 74

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

What are two ways the administrator can get this information?

Choose 2 answers

A. Run a session setting report, specifying login methods by user.

B. Open the Login Access Policies in Setup which shows how many users are using MFA.

C. Create a new view in Identity Verification History, specifying Method.

D. The order of flow execution is unpredictabl

Answer: A,C (LEAVE A REPLY)

Salesforce Authenticator is an app that allows users to verify their identity when logging in to Salesforce using two-factor authentication (2FA). 2FA adds an extra layer of security by requiring users to enter a verification code or approve a notification on their mobile device after entering their username and password.

To look at how many users have successfully used Salesforce Authenticator since it was rolled out, an administrator can use two ways:

* A) Run a session setting report, specifying login methods by user.

A session setting report is a report that shows information about users' login sessions, such as login time, location, IP address, browser, platform, etc. A session setting report can also show the login methods used by users, such as password, verification code, or notification. By running a session setting report, specifying login methods by user, an administrator can see how many users have used Salesforce Authenticator to log in to Salesforce. References:
https://help.salesforce.com/s/articleView?id=sf.reports_session.htm&type=5

* C) Create a new view in Identity Verification History, specifying Method.

Identity Verification History is a page that shows the history of identity verification attempts for each user in the org. Identity verification history includes information such as date, time, status, method, and IP address of each attempt. By creating a new view in Identity Verification History, specifying Method as a filter criterion, an administrator can see how many users have used Salesforce Authenticator to verify their identity when logging in to Salesforce. References:
https://help.salesforce.com/s/articleView?id=sf.
identity_verification_history.htm&type=5

NEW QUESTION: 75

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

how can the administrator automate this process? choose 2

A. enable the case archied feature.

B. use the apex dataloader

C. schedule the data export service.
D. use an Appexchange product
Answer: (SHOW ANSWER)

NEW QUESTION: 76
An administrator is asked to create a report to calculate the year-over-year changed in the dollar amount of a company's opportunities.
What reporting tool should be used to complete this request?
A. A joined report with two report blocks for each year
B. A custom summary formula with PARENTGROUPVAL function
C. A custom summary formula with the PREVGROUPVAL function.
D. A row-level formula to compare amounts grouped by year.
Answer: (SHOW ANSWER)

NEW QUESTION: 77
Which two processing steps are triggered when reassigning Account owners using the Mass Transfer too?
Choose 2 answers
A. Only Owner-based sharing rules are recalculated.
B. All manual sharing is removed from the Accounts
C. All Account sharing rules are recalculated.
D. Manual sharing is updated to reflect the new Owner
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 78
A recruiting user needs to setup an object relationship between the position object and the job application object. He needs this setup so that a position record can be related to many job application records and job application records can be related to many Position Records. He also needs this in a setup where deleting a position record will delete all related job application records and deleting a job application record deletes all related position records. What can a system administrator do to fulfill the requirement?

A. Create two master-detail relationships where both can be master and both can be detail records
B. Create a custom object looking up to a junction object
C. Create a junction object between the Job Application and Position object.
D. Create a lookup relationship on both objects
Answer: C (LEAVE A REPLY)

NEW QUESTION: 79
An administrator is asked to create a report to calculate the year-over-year changed in the dollar amount of a company's opportunities.
What reporting tool should be used to complete this request?
A. A row-level formula to compare amounts grouped by year.
B. A joined report with two report blocks for each year
C. A custom summary formula with PARENTGROUPVAL function
D. A custom summary formula with the PREVGROUPVAL function.
Answer: D (LEAVE A REPLY)
A custom summary formula is a formula that calculates values from summary fields in reports such as sums, averages, counts, etc. Custom summary formulas can use functions such as PREVGROUPVAL which returns the value of a field from the previous row at the same grouping level. By using a custom summary formula with the PREVGROUPVAL function, an administrator can create a report to calculate the year-over-year change in the dollar amount of a company's opportunities by subtracting the amount from the previous year from the amount from the current year and dividing by the amount from the previous year. References:
https://help.salesforce.com/s/articleView?id=sf.reports_builder_summary_formulas.htm&type=5
https://help.
salesforce.com/s/articleView?id=sf.reports_builder_functions.htm&type=5

NEW QUESTION: 80
Cloud Kicks (CK) has e sneaker maintenance plan that It Includes with all orders for Its new line of Bluetooth-enabled custom sneakers. The sneaker maintenance plan gives each customer 6 months of phone support in case they have Issues with their new sneakers. The administrator at CK is having a hard time keeping up with the work associated with managing the maintenance plan.
What should the administrator do to help manage the plan?
A. Use Flow to automatically create and assign entitlements.
B. Create a support process for the maintenance plan.
C. Ensure milestones are in place for the maintenance plan.
D. Set up and configure entitlement templates.
Answer: D (LEAVE A REPLY)
Entitlement templates are a way to automatically create and associate entitlements with products or service contracts. They can help simplify the management of entitlements and

ensure that customers receive the correct level of service. Entitlement templates can also be used to define service levels, milestones, and entitlement processes for different types of products or service contracts.

NEW QUESTION: 81

The AW Computing administrator team does significant amounts of work around process automation and ensuring data integrity. When an administrator created a new validation rule in production, the development team complained that their deployment to production failed.
What should be implemented to prevent this conflict from happening?

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

Answer: C (LEAVE A REPLY)

A sandbox is a copy of a production org that can be used for development, testing, or training purposes. Sandboxes allow administrators to make changes and test them without affecting the live production org. A shared sandbox is a type of sandbox that can be used by multiple users or teams to collaborate on development or testing projects. By testing changes in a shared sandbox, the AW Computing administrator team can avoid conflicts and errors when deploying changes to production. Reference: https://help.salesforce.com/s/articleView?id=sf.data_sandbox.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.data_sandbox_environments.htm&type=5

NEW QUESTION: 82

Which two deployment tools can be used to deploy metadata from a Developer Edition organization to another organization? Choose 2 answers.

A. Salesforce Extensions for Visual Studio Code
B. Data Loader
C. Ant Migration Tool
D. Change sets

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 83

You can cancel pending actions in the entitlement process queue. * (1 Point)

A. False
B. True

Answer: B (LEAVE A REPLY)

NEW QUESTION: 84

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

What should the administrator do to configure the account page layout?
A. Display both the contacts and the related contacts related lists.
B. Display the related accounts related list on the page layout.
C. Display the related contacts related list and add the direct field.
D. Display the contacts related list and add the related field.
Answer: (SHOW ANSWER)
Displaying the related contacts related list and adding the direct field will allow users to distinguish between contacts and related contacts. The related contacts related list shows all contacts that are related to an account, either directly or indirectly. The direct field indicates whether a contact is directly associated with an account or not. By adding this field to the related list, users can easily see which contacts are direct and which are not.
References: https://help.salesforce.com/s/articleView?id=sf.contacts_multiple_accounts.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.contacts_multiple_accounts_direct_field.htm&type=5

NEW QUESTION: 85
Cloud Kicks (CK) completed a project in a sandbox environment and wants to migrate the changes to production. CK split the deployment into two distinct change sets. Change set 1 has new custom objects and fields. Change set 2 has updated profiles and automation.
What should the administrator consider before deploying the change sets?
A. The Field-Level Security will not be deployed with the profiles in change set 2.
B. Change set 2 needs to be deployed first.
C. Automations need to be deployed in the same change set in order to be activated.
D. Both change sets must be deployed simultaneously.
Answer: A (LEAVE A REPLY)
When deploying profiles using change sets, the field-level security settings are not included unless the fields themselves are also part of the change set. Therefore, the administrator should consider adding the new custom fields to change set 2 along with the profiles, or manually adjust the field-level security after deployment. References: https://help.salesforce.com/articleView?id=changesets_about_components.
htm&type=5

NEW QUESTION: 86
When removing test data from a new Developer Org using Mass Delete Records, why is it necessary to Mass Delete Accounts as the last step.
Select one:
A. The order does not matter
B. Related child records exist
C. It's an internal Salesforce requirement
D. They must be done in reverse alphabetical order

Answer: B (LEAVE A REPLY)

NEW QUESTION: 87

Users at AW Computing are receiving a duplicate message when they enter contacts with common first and last names. Management wants to improve the user experience but also keep the data Integrity of contacts.

What should an administrator implement for this issue?

A. Update the matching method on the rule from fuzzy to exact for First Name and Last Name.

B. Change the duplicate rule to report Instead of alert so the message is avoided.

C. Include the Email field to the existing matching rule for a more exact match.

D. Add a secondary matching rule to the duplicate rule to match on the associated customer.

Answer: C (LEAVE A REPLY)

A matching rule is a rule that defines how records are compared for duplication based on certain fields or fuzzy logic. By including more fields or changing the matching method, you can make the matching rule more or less strict and reduce false positives or negatives. In this case, including the email field to the existing matching rule for contacts can help avoid duplicate messages for common names by checking if the email addresses are also identical. Reference:
https://help.salesforce.com/s/articleView?id=sf.matching_rules_create.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.matching_rules_considerations.htm&type=5

NEW QUESTION: 88

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

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

A. Change the field type to a Lookup Relationship.

B. Select the Allow Reparenting' checkbox on the Master-detail field.

C. Uncheck 'Delete this record also' to turn off cascading deletes.

D. Delete the Roll-up Summary field on the parent.

Answer: A (LEAVE A REPLY)

Changing the field type to a Lookup Relationship will allow deleting the Relationship field without deleting the Runners records. A lookup relationship creates a loose association between two objects, where the child records do not depend on the parent records for their existence. A lookup relationship can be deleted without affecting the child records, unlike a master-detail relationship that enforces cascading deletes. Reference:
https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

NEW QUESTION: 89

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

A. Create a record type containing preset values
B. Create field dependecies on article types.
C. Create different article types for different requirements.
D. Create a required field on the article page layout.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 90
The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log In. The administrator would now like to look at how many users have successfully used it since It was rolled out.
What are two ways the administrator can get this Information?
Choose 2 answers
A. Create a new view In Identity Verification History, specifying Method.
B. Open the Login Access Policies In Setup which shows how many users are using MFA.
C. Run a session setting report, specifying login methods by user.
D. Export Login History and filter based off of Authentication Method Reference,
Answer: A,D (LEAVE A REPLY)
Salesforce Authenticator is an app that adds an extra layer of security for logging into Salesforce by requiring users to verify their identity using their mobile device after entering their username and password on Salesforce login page. To see how many users have successfully used Salesforce Authenticator since it was rolled out, an administrator can use two methods:
* A) Create a new view In Identity Verification History, specifying Method.
Identity Verification History is a tool that shows information about each identity verification event for users in your org, such as the date and time, the verification method used, the IP address, and the status of the verification. By creating a new view in Identity Verification History and specifying the method as Salesforce Authenticator, an administrator can see how many users have used the app to verify their identity when logging in. References:
https://help.salesforce.com/s/articleView?id=sf.identity_verification_history.htm&type=5
* D) Export Login History and filter based off of Authentication Method Reference.
Login History is a tool that shows information about each login attempt for users in your org, such as the date and time, the username, the source IP address, the login type, and the status of the login. By exporting Login History as a CSV file and filtering based on the Authentication Method Reference column, an administrator can see how many users have used Salesforce Authenticator as their authentication method when logging in.
References: https://help.salesforce.com/s/articleView?
id=sf.monitoring_login_history.htm&type=5

NEW QUESTION: 91
AW Computing has been advertising a new keyboard that was released at the beginning of the month. The sales team has an additional incentive to add the keyboards to every sale. The

administrator already added the product to Salesforce but the reps are unable to select the product on the opportunity.
Which two options should an administrator check to ensure the product is available?
Choose 2 answers
A. Confirm the correct price book is selected on the opportunity.
B. Make sure the price book Is in the company currency.
C. Ensure the product is associated with the correct price book.
D. Verify the product has a start date entered.
Answer: A,C (LEAVE A REPLY)
Two options that the administrator should check to ensure the product is available are:
* Confirm the correct price book is selected on the opportunity. A price book is a list of products and their prices that can be added to an opportunity. An opportunity can have only one price book at a time, and the products that are available for selection depend on the price book that is chosen. Therefore, the administrator should check if the opportunity has the right price book that contains the new keyboard product.
* Ensure the product is associated with the correct price book. A product is a good or service that can be sold in Salesforce. A product can be associated with one or more price books, depending on how it is priced for different markets or segments. Therefore, the administrator should check if the new keyboard product is added to the appropriate price book that is used by the opportunity.
The other two options are incorrect because:
* Making custom fields does not affect the availability of products on an opportunity. Custom fields are used to store additional information or calculations on an object, but they do not determine which products can be selected from a price book.
* Turning on field tracking does not affect the availability of products on an opportunity. Field tracking is used to monitor changes to certain fields on an object and display them in a history related list, but it does not determine which products can be selected from a price book.
References: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks.htm&type=5
https://help.
salesforce.com/s/articleView?id=sf.products_define.htm&type=5

NEW QUESTION: 92

Universal Containers sells monthly service subscriptions and wants to ensure their Opportunity report accurately represent the amount of money to be received each month.
Which solution an administrator use to meet this requirement?
A. Use product revenue schedules for each revenue period.
B. Use process Builder and Flow to create custom object records
C. Use Opportunity formula fields for each reporting period.
D. Use monthly Opportunity reporting snapshot.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 93
An administrator would like to convert a Master-Detail relationship to a Lookup relationship.
What action should be taken prior to converting the relationship?
A. Delete all roll-up summaries that reference the detail object prior to converting
B. Select the Allow Re-parenting option on the master detail relationship
C. Delete all reports that use the master object with the detail object report type
D. Remove child object related lists from the parent object page layouts
Answer: A (LEAVE A REPLY)

NEW QUESTION: 94
A member of Universal container's support team is assisting as a lesrep in managing a top customer. The sales rep has manually shared an opportunity with the support member in hopes that the support member can update some of the technical sales fields on the record, but the support member is unable to edit the opportunity, Which solution would provide edit access to the opportunity?* (1 Point)
A. Change the support team member's role to a role above the sales rep in the org's role hierarchy
B. Change the Organization-Wide Defaults internal access for opportunities to public read/write
C. Create a permission set for opportunity edit and add it to the support member's user record
D. Add the support team member to the opportunity team and assign read/write access to the member
Answer: (SHOW ANSWER)

NEW QUESTION: 95
Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently,usrrs have noted that their pages take a long time to load and it's starting to negatively impact their experience.
What should the administrator do to help diagnose where improvements can be made?
A. Check the debug logs found in the Environment section of Setup.
B. Click Analyze from the Lightning App Builder toolbar.
C. Review the debug logs from the Developer Console.
D. Use the Apex debugger while loading a customer record.

Answer: B (LEAVE A REPLY)
The Analyze feature in the Lightning App Builder toolbar is a tool that helps you optimize the performance of your record pages by providing recommendations and insights on how to improve page load time and user experience. It can help you identify which fields and components are taking the most time to load and suggest ways to reduce their impact. You can also compare your page performance with other pages in your org or with Salesforce best practices. References:
https://help.salesforce.com/s/articleView?id=sf.lightning_page_optimize.htm&type=5

NEW QUESTION: 96
AW Computing has a private sharing model for Its accounts, but a sales rep occasionally needs ass/stance from an engineer. What feature should be used to grant the engineer access to the necessary account, while maintaining the company's data security?
A. Permission Set
B. Permission Set Group
C. Account Teams
D. Custom Profile
Answer: C (LEAVE A REPLY)
Account teams are groups of users who work together on an account. Administrators can enable account teams and grant team members different levels of access to accounts and related records such as contacts, opportunities, and cases. By using account teams, Cloud Kicks can grant engineers access to the necessary accounts when they need assistance from them, while maintaining data security for other accounts that they do not need to access. References:
https://help.salesforce.com/s/articleView?id=sf.accountteam.htm&type=5

NEW QUESTION: 97
DreamHouse Realty wants to notify an assigned agent when an appointment Is booked on a custom object for one of their listed homes along with the total number of appointments booked so far. The administrator has configured a Roll-up Summary for the number of appointments as well as a flow to detect the creation of a new appointment
and send the information to the agent.
What consideration about process automation should the administrator be aware of to ensure the right Information is delivered?
A. Rows can only be triggered from the records created on standard objects.
B. Roll-up Summary calculations run after processes and workflows.
C. Only standard objects can be used with Roll-up Summary fields.
D. Roll-up Summary calculations will prevent a Mow from being triggered.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 98

Northern Trail Outfitters (NTO) wants to start using Salesforce for its HR recruiting process. NTO needs to ensure that every application is linked to both a job posting and an applicants can apply for more one job posting, and each job posting can have more than one application.
How should an administrator configure the objects?
A. Make Job Application as a junction object with a master-detail relationship to Applications and a lookup relationship to Job Posting.
B. Create Application as a junction object with a master- detail relations to Job Postings and a lookup relationship to Job Applications.
C. Add applicants as a junction object with master-detail relationship to both Posting and Job Applications.
D. Configure Job Application as a Junction object with master-detail relationship to both Application and Job Postings.
Answer: D (LEAVE A REPLY)
A junction object is a custom object with two master-detail relationships that allows you to create many-to-many relationships between two objects. In this case, the Job Application object can be used as a junction object to link the Application object and the Job Posting object, so that each application can be related to one or more job postings, and each job posting can have one or more applications. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5

NEW QUESTION: 99
AW Computing organizes Its sales regions as East, Central, and West. Each region has sales reps, a sales director, and sales operations members. The organization-wide default for all objects is set to Private.
Members of the operations team for the East region need access to all the accounts and opportunities in the region.
How should the administrator configure this requirement?
A. Instruct the operations team members to add themselves to the account teams.
B. Share an Opportunity sharing the with a public group containing the East operations profile.
C. Assign to a role in the role hierarchy positioned above the East sales director.
D. Utilize territory management to add the operations team to the East territory.
Answer: D (LEAVE A REPLY)
Territory management is a feature that allows you to grant access to accounts and opportunities based on criteria such as geography, industry, product line, or customer size. A territory is a grouping of accounts and users that represents a market segment or business unit. In this case, the administrator should utilize territory management to add the operations team to the East territory, which contains all the accounts and opportunities in the East region. This way, the operations team members can access all the records in their territory regardless of who owns them or what the organization-wide default is. References:
https://help.salesforce.com/s/articleView?id=sf.territories_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.territories_define.htm&type=5

NEW QUESTION: 100
An administrator at Cloud kicks recently built a screen flow in a sandbox that creates a case and follow-up task. When the flow runs in the sandbox, it works just as expected. When tested in production, the flow errors when creating the records.
Choose 2 answers
A. Change the user experiencing the issue to the System Administrator profile.
B. Change the Default Case Creator to the user's manager.
C. Log in as another user and run the flow.
D. Open the flow In Debug mode and Run the Flow as another user.
Answer: (SHOW ANSWER)

NEW QUESTION: 101
At Ursa Major Solar, several different planetary teams handle leads depending on which planet the lead is coming from. While most of the teams only need a few fields filled out to work the lead, the Jupiter team requires additional information to be filled out, such as which moon the lead is coming from. The administrator needs to automate which team is allocated the lead record based on the planet and ensure that every team has all of the information they need.
Which two features will satisfy these requirements?
Choose 2 answers
A. Assignment Rules
B. Validation Rules
C. Matching Rules
D. Workflow Rules
Answer: A,B (LEAVE A REPLY)
Assignment rules and validation rules are two features that can satisfy these requirements:
* Assignment rules are used to automatically assign leads or cases to users or queues based on certain criteria. In this case, an assignment rule can be used to assign leads to different planetary teams depending on which planet the lead is coming from.
* Validation rules are used to validate the data entered by users and prevent records from being saved if they do not meet certain criteria. In this case, a validation rule can be used to ensure that every team has all of the information they need by making certain fields required or dependent on other fields.
The other two options are incorrect because:
* Matching rules are used to identify duplicate records based on certain fields or fuzzy logic. They do not assign records or validate data.
* Workflow rules are used to automate tasks or actions based on certain criteria. They do not assign records or validate data.
References: https://help.salesforce.com/s/articleView?id=sf.customize_leadrules.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.validation_rules.htm&type=5

NEW QUESTION: 102

While Seeing a case record that has a blank field even though that field is set as required on page layout. What may be possible reason for this kind of unexpected behavior ?

A. Error in Salesforce

B. It is because of Validation

C. Data entered through Dataloader

D. Workflow is used to close the record

Answer: (SHOW ANSWER)

NEW QUESTION: 103

What tool would you use if you wanted to create a report that would compare results over time based on specific criteria?

A. custom report types (CRT)

B. Exception Report

C. analytic snapshots

D. Standard Report

Answer: C (LEAVE A REPLY)

NEW QUESTION: 104

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

What should the administrator do to troubleshoot the issue?

A. Grant the user the Modify All permission to ensure they have full system access.

B. Change the flow to run as System Context Without Sharing - Access All Data.

C. Use the flow debug option and set the selection to Run as another user.

D. Grant the user more data access by moving them higher in the role hierarchy.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 105

The sales agents at DreamHouse Realty have a profile that allows them to import records for a custom object called House. The agents only need to make imports occasionally and typically Import around 100 new records at a time.

What tool should the agents use to upload records?

A. Bulk API

B. Apex

C. Data Loader

D. Date Xmport Wizard

Answer: (SHOW ANSWER)

NEW QUESTION: 106

DreamHouse Realty has a rental team and a real estate team. The two teams have different safes processes and capture different client information on their opportunities.
How should an administrator extend the Opportunity object to meet the teams' different needs?
A. Leverage Opportunities for the Real Estate Team and create a new custom object for the Rental Team Opportunities.
B. Use separate record types, page layouts, and sales processes for the Rental and Real Estate Teams.
C. Create Opportunity Teams for the Rental and Real Estate Teams and make appropriate fields visible to only the necessary team.
D. Add a section for Rental and a section for Real Estate on the Opportunity Master Record Type to keep the information separate.
Answer: B (LEAVE A REPLY)
As explained in question 4, record types allow administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By using separate record types for rental and real estate opportunities, DreamHouse Realty can capture different client information on their opportunities using custom page layouts for each record type. The record types can also determine which sales processes and paths are available for each opportunity type. References: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 107
Which two results can be expected it an administrator uses Data Loader to transfer ownership of account records? Choose 2 Answers.
A. All account teams are removed from the records that are transferred.
B. All manual sharing is removed from the records that are transferred.
C. All ownership-based sharing rules for the records are recalculated.
D. All new owners are automatically notified of their new account ownership.
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 108

Universal Container's support team needs to track service level agreements for customers. Today, they manually look up contracts by name when a customer calls. How can an administrator automate this process?

A. Create a private Chatter group for customers with high priority service level agreements

B. Configure a workflow rule that sends an email alert of old cases to the support manager

C. Enable Case Feed and add a Contracts custom publisher to the Case Feed Layout

D. Enable entitlements and add the tabs for entitlements and service contracts

Answer: (SHOW ANSWER)

NEW QUESTION: 109

The administrator at Cloud Kicks is evaluating the capabilities of Schema Builder to create custom objects and custom fields. The administrator likes the user interface of the Schema Builder, as opposed to the new object and field wizards, but also notices some limitations. What needs to be configured from the object manager instead of Schema Builder?

A. Add custom fields to the page layout.

B. Make available for Customer Postal.

C. Enable field history tracking

D. Allow Reports and Activities

Answer: (SHOW ANSWER)

Field history tracking is a feature that allows you to monitor changes to certain fields on an object and display them in a history related list. Field history tracking can help you audit data quality, compliance, or business processes. Field history tracking cannot be configured from Schema Builder, but it can be configured from Object Manager. In Object Manager, you can select an object and enable field history tracking from its settings page. Then, you can choose up to 20 fields per object to track and add the history related list to the page layout. References:
https://help.salesforce.com/s/articleView?id=sf.tracking_field_history.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.schema_builder_overview.htm&type=5

NEW QUESTION: 110

An administrator has been asked to create a replica of the production organization. The requirement states that existing fields, page layouts, record types, objects, and data contained in the fields and objects need to be available in the replica organization. How can the administrator meet the requirement?

A. Create a configuration-only Sandbox

B. Create a Full Sandbox

C. Create a developer sandbox

D. Create a metadata sandbox

Answer: B (LEAVE A REPLY)

NEW QUESTION: 111

Recruiters at Universal Containers want to associate a position with their related job applications using two custom objects-Position and Job always have a related position. If a position is deleted, the corresponding job applications are deleted. What type of object relationship will meet this requirement? * (1 Point)
A. Junction
B. Master-detail
C. Lookup
D. Hierarchical
Answer: B (LEAVE A REPLY)

NEW QUESTION: 112
An administrator has uploaded a change set from a sandbox to a production organization and would like to add a missing component to the change set before deployment.
What option does the administrator have to modify the change set? Choose 2 answers.
A. Create a new change set in the sandbox environment, add all the required components and upload it to productionD. Edit the change set in production, add the component, and use the redeploy option.
B. Edit the change set in the sandbox environment and upload it to production.
C. Clone the change set in the sandbox environment, add the component and upload it to production
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 113
An administrator needs to Import a large amount of historical data (more than 100,000 records) from another system.
how should the administrator import the data?
A. SOAP based API with Developer console
B. Data Loader with Bulk API Enabled
C. An AppExchange package
D. Import Wizard with Add Only
Answer: B (LEAVE A REPLY)
Data Loader with Bulk API Enabled is a tool that can import a large amount of historical data (more than
100,000 records) from another system. Data Loader can insert, update, delete, or export Salesforce records.
Bulk API is an API that allows fast and parallel processing of large batches of records.
References:
https://help.salesforce.com/s/articleView?id=sf.data_loader.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.loader_api.htm&type=5

NEW QUESTION: 114

A sales rep at AW Computing needs to give read/write access to an Account and related records to a teammate #m*e the sates rep is on vacation.
How could the administrator enable the sales rep to give record access to a colleague?
A. Add the Manual Sharing button the page layout.
B. Create an ownership-based sharing rule.
C. Enable public groups for sharing.
D. Include the nap on the Opportunity Team.
Answer: (SHOW ANSWER)

NEW QUESTION: 115
AW Computing created new multi-tier service plans. The primary difference between the packages Is the length of the term. The company wants to capture start and end dates for each service plan sold, which can direr from the contract dates of the subscription.
How should an administrator ensure the data is captured properly?
A. Build a validation rule on the Opportunity object to require custom date fields based on the product(s) selected.
B. Configure formula fields to reflect the close date of the opportunity.
C. Create a new price book for service plans with term lengths.
D. Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.
Answer: D (LEAVE A REPLY)
A validation rule on the Opportunity Product object to require custom date fields based on the product family will ensure that the data is captured properly. A validation rule can check if the product family matches the service plan and if so, require the start and end date fields to be filled out. This way, AW Computing can capture the term length for each service plan sold. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

NEW QUESTION: 116
Milestone actions determine what happens during a case support process and can trigger what type of workflow actions?
Select 3
A. Success
B. Violation
C. Entitlement Breach
D. Warning
E. SLA Breach
Answer: A,B,D (LEAVE A REPLY)

NEW QUESTION: 117
Cloud Kicks (CK) typically sells Its products direct to consumer and tracks sales using the Order object In Salesforce. The head of sales has now decided that CK will also sell to retail locations

for resale. The administrator wants to leverage opportunities and opportunity products for these new deals.
What should the administrator do to track accurate sales data on opportunities?
A. Create new Products with the new retail pricing.
B. Add a new Order Process for Orders generated from opportunities.
C. Create a new Price Book for the new retail pricing.
D. Add a required lookup field from the Order to the opportunity.
Answer: (SHOW ANSWER)
A price book is a list of products and their prices that can be added to an opportunity. A product can have different prices for different markets or segments, and these prices are stored in different price books. In this case, the administrator should create a new price book for the new retail pricing and add the products that are sold to retail locations for resale. This way, the users can select the appropriate price book and products for their opportunities based on the type of customer they are selling to. References:
https://help.salesforce.com/s/articleView?id=sf.products_pricebooks.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.products_define.htm&type=5

NEW QUESTION: 118
An administrator has a request to write a report listing accounts that have sales from this year and that have a completed activity in the last 30 days.
What reporting feature should the administrator employ to provide only the list of accounts, without listing the details of the opportunities?
A. Joined Report
B. Cross-Filter
C. Summary Report
D. Filter Logic
Answer: (SHOW ANSWER)
A cross-filter lets you filter records based on related objects and their fields. For example, you can filter accounts that have at least one opportunity from this year and at least one completed activity in the last 30 days. References: https://help.salesforce.com/s/articleView?id=sf.reports_cross_filters.htm&type=5

NEW QUESTION: 119
On the Planet custom object, Ursa Major Solar's sales director wants only certain action buttons to appear depending on if a given planet is defined as gaseous.
Which Lightning component should the administrator define dynamic action buttons?
A. Record Detail
B. Highlights Panel
C. Activities
D. Related Lists
Answer: (SHOW ANSWER)

The Highlights Panel is a Lightning component that displays key information about a record at the top of the page. You can customize the Highlights Panel to show different actions based on the record type or other criteria. In this case, you can define dynamic action buttons for the Planet object that appear only if the gaseous field is true or false. This way, you can show different actions for different types of planets. Reference:
https://help.salesforce.com/s/articleView?id=sf.lex_page_layouts_highlights_panel.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.dynamic_actions_considerations.htm&type=5

NEW QUESTION: 120
Cloud Kicks users report receiving an "Apex CPU time limit exceeded" error message when attempting to close certain opportunity records. This does not occur on every opportunity record change or for every user.
What is the recommended method for the administrator to identify the cause?
A. Monitor with Login Forensics.
B. Enable Debug Logging for users.
C. Review the Setup Audit Trail.
D. Set up Apex Exception Email alerts
Answer: (SHOW ANSWER)
Debug logs capture database operations, system processes, and errors that occur when executing a transaction or running unit tests. Debug logs can help identify the cause of Apex CPU time limit exceeded errors by showing the execution time of each Apex statement and trigger. References: https://developer.salesforce.com
/docs/atlas.en-us.apexcode.meta/apexcode/apex_debugging_debug_logs.htm

NEW QUESTION: 121
An administrator created a new custom object. When trying to upload new records to the custom object using.
Date Loader, they are unable to see the new custom object in the list of available objects.
What should the administrator do to resolve the issue?
A. Confirm the object us marked as deployed and not in development.
B. Ensure Allow Sharing is checked on the custom object.
C. Assign a permission set to give them access to the new object.
D. Check the Field-Level Security of the new custom object's Name field.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 122
If your support process is not based on individual service contracts which steps should you perform when settling up entitlements?
A. set up service contracts b. set up contract line items
B. set up both service contracts and contract line items
C. customize entitlement fields and entitlements page layout
Answer: B (LEAVE A REPLY)

NEW QUESTION: 123
See the 4-week moving average of the number of new cases (1)
A. custom report type
B. PREVGROUPVAL function
C. dashboard filter
D. reporting snapshot
E. bucket field
F. cross filter
Answer: B (LEAVE A REPLY)

NEW QUESTION: 124
Cloud Kicks has Service end Soles Manager roles that need to be able to see a I Accounts. Currently, they each have their own custom profile. The organization-wide defaults are set to Private and a sharing rule share access to Accounts to the sales and service teams based on criteria.
What should the administrator do to allow the service and sales Manager to sec all Accounts?
A. Configure a custom profile for each manager that gives them view All on Accounts.
B. Set the organization-wide default for Accounts to Public Read Only.
C. Create a permission set with view All to Accounts and assign it to the Service and Sales Managers.
D. Move the Service and Sales Managers higher in the role hierarchy.
Answer: C (LEAVE A REPLY)
A permission set is a collection of settings and permissions that can extend users' functional access without changing their profiles. By creating a permission set with view All on Accounts and assigning it to the service and sales managers, an administrator can grant them access to all account records in their org without modifying their existing profiles. References:
https://help.salesforce.com/s/articleView?id=sf.
users_permissionsets.htm&type=5

NEW QUESTION: 125

With Customizable Forecasting you can forecast any of the following dat a. Choose three answers.

A. Quantity

B. Units of Product Family

C. Amount

D. Units of Individual Products

Answer: (SHOW ANSWER)

NEW QUESTION: 126

Universal containers is implementing a time recording system in salesforce.

Employees are required to record their time in a work log custom objectagainst either an opportunity or a case. The company wants to see total hours worked on an opportunity or a case. which type of relationship field should an administrator use to relate the work log to the opportunity or case?

A. Lookup.

B. Hierarchical.

C. Junction

D. Master-detail.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 127

Cloud Kicks (CK) has deployed several new custom apps that use Lightning Web components. The administrator is now concerned that they may need to make some adjustments to CK's org to make it more secure.

Which tools should the administrator use to expose possible security risks within a Lightning web component?

A. Salesforce Optimizer

B. Master Encryption Keys

C. Self-signed Certificates

D. Health Check

Answer: D (LEAVE A REPLY)

NEW QUESTION: 128

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

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

Choose 2 answers

A. Roll-up types include COUNT, SUM, and AVG.

B. Roll-up summary fields are created on the master side of a master-detail relationship.

C. Roll-up summary fields prevent the conversion of a master-detail relationship to a lookup.

D. Rollup fields are calculated prior to save.
Answer: A,B (LEAVE A REPLY)
Two considerations that the administrator should remember about roll-up summary fields are:
* Roll-up types include COUNT, SUM, and AVG. A roll-up type is a function that determines how the data from the child records is aggregated and displayed on the parent record. The available roll-up types are COUNT, which counts the number of child records; SUM, which adds up the values of a numeric field on the child records; AVG, which calculates the average value of a numeric field on the child records; MIN, which displays the lowest value of a field on the child records; and MAX, which displays the highest value of a field on the child records.
* Roll-up summary fields are created on the master side of a master-detail relationship. A master-detail relationship is a type of relationship that links two objects together such that the master object controls certain behaviors of the detail object, such as security and deletion. A roll-up summary field is a type of field that displays a value that is calculated from child records related to a parent record. Roll-up summary fields can only be created on the master object of a master-detail relationship or on a lookup relationship if it is set as required.
The other two options are incorrect because:
* Roll-up summary fields do not prevent the conversion of a master-detail relationship to a lookup. They only prevent it if they reference a formula field that includes another relationship.
* Rollup fields are not calculated prior to save. They are calculated after save and may take some time to update.
References: https://help.salesforce.com/s/articleView?id=sf.customize_rollup_summary_fields.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

NEW QUESTION: 129
An administrator recently Implemented multi-factor authentication (MFA) with a standard security level selectee. They are receiving cases that users are unable to log in.
What should me administrator do to troubleshoot?
A. Check the session security level required at login on the user profile.
B. Change MF-A to High Assurance.
C. Reset the user passwords and ask them to try again.
D. Temporarily disable MFA.
Answer: A (LEAVE A REPLY)
A session security level is a setting that determines how secure a user's session is based on factors such as their login method, their IP address, their browser, or their device. Administrators can configure different session security levels for different user profiles and assign different actions or permissions to each session security level.
Multi-factor authentication (MFA) is a feature that requires users to verify their identity using two or more factors of authentication when they log in to Salesforce, such as their username and password plus a verification code or an app-generated token. MFA can enhance the security of user sessions and prevent unauthorized access.

If an administrator recently implemented MFA with a standard security level selected and is receiving cases that users are unable to log in, they should check the session security level required at login on the user profile. This setting determines what session security level users need to have when they log in based on their profile. If this setting is higher than the standard security level, users may not be able to log in with MFA alone and may need additional factors of authentication. Reference: https://help.salesforce.com/s/articleView?id=sf.security_sessions.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.identity_mfa.htm&type=5

NEW QUESTION: 130

DreamHouse Realty currently deals only with single-family homes but is expanding its business it include condos in large cities. There are some features and amenities that inly apply to condos, such as the amount of a deposit and concierge services.

How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?

How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?

A. Build a Lightning component to display fields that only apply to condos.
B. Create a Record Type for the type of property and custom page layouts for each.
C. Configure a validation rule to display fields based on the type of property the user is viewing.
D. Make is custom Lightning page to display specific fields based on the type of property.
Answer: (SHOW ANSWER)

A record type allows administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By creating a record type for the type of property (single-family home or condo), DreamHouse Realty can assign different page layouts to each record type that display only relevant fields for each property type. The record type can also determine which sales process and path are available for each opportunity. References: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 131

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

Where the administrators should are using the Log in As a User feature.

A. Login History
B. Grant Account Login Access
C. Connected App Usage
D. Setup Audit Trail
Answer: (SHOW ANSWER)

NEW QUESTION: 132

Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.
Which two options will CK need to use to manage its customers' accounts?
Choose 2 answers
A. Campaign Members
B. Contacts to Multiple Accounts
C. Leads
D. Person Accounts
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 133
Northern Trail Outfitters (NTO) wants to start using Salesforce for its HR recruiting process. NTO needs to ensure that every application is linked to both a job posting and an applicants can apply for more one job posting, and each job posting can have more than one application.
How should an administrator configure the objects?
A. Make Job Application as a junction object with a master-detail relationship to Applications and a lookup relationship to Job Posting.
B. Create Application as a junction object with a master- detail relations to Job Postings and a lookup relationship to Job Applications.
C. Add applicants as a junction object with master-detail relationship to both Posting and Job Applications.
D. Configure Job Application as a Junction object with master-detail relationship to both Application and Job Postings.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 134
On the Contact record, if a contact has the value of 'CEO' in the Title field, the administrator wants to require the users to also put a phone number in the Phone field.
What formula should the administrator put in the Error Condition Formula of a validation rule to enable this?
A. Title = 'CEO' && NOT(ISBLANK(Phone))
B. Title <> 'CEO' && NOT(ISBLANK(Phone))
C. Title = 'CEO' && ISBLANK(Phone)
D. Title <> 'CEO' && ISBLANK(Phone)
Answer: C (LEAVE A REPLY)
The error condition formula of a validation rule should return TRUE when the validation rule should fire and display an error message. In this case, the validation rule should fire when the Title field has the value of
'CEO' and the Phone field is blank. The formula Title = 'CEO' && ISBLANK(Phone) returns TRUE when both conditions are met, and FALSE otherwise. References:

https://help.salesforce.com/s/articleView?id=sf.fields_useful_field_validation_formulas.htm&type=5

NEW QUESTION: 135
The sates VP wants to see the custom Bonus Amount field summed to the Amount level; however, the ability to create a summary field is grayed out.
Winch adjustment does the administrator need to make in order to utilize a custom summary field?
A. Reorder columns.
B. Add data grouping.
C. Add filter logic
D. Create ticket field.
Answer: (SHOW ANSWER)

NEW QUESTION: 136
An administrator is receiving cases that users are getting logged out of Salesforce without notice.
What should the administrator do to address this issue?
A. Select force logout on session timeout.
B. Deselect disable session timeout warning popup.
C. Remove the session timeout settings.
D. Enable Remember me until logout.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 137
Cloud Kicks (CK) completed a project in a sandbox environment and wants to migrate the changes to production. CK split the deployment into two distinct change sets. Change set 1 has new custom objects and fields. Change set 2 has updated profiles and automation.
What should the administrator consider before deploying the change sets?
A. The Field-Level Security will not be deployed with the profiles in change set 2.
B. Change set 2 needs to be deployed first.
C. Automations need to be deployed in the same change set in order to be activated.

D. Both change sets must be deployed simultaneously.
Answer: A (LEAVE A REPLY)
When deploying profiles using change sets, the field-level security settings are not included unless the fields themselves are also part of the change set. Therefore, the administrator should consider adding the new custom fields to change set 2 along with the profiles, or manually adjust the field-level security after deployment.
References: https://help.salesforce.com/articleView?id=changesets_about_components.htm&type=5

NEW QUESTION: 138
An administrator is setting up Salesforce Knowledge and wants to implement an easy way for agents to create new articles from multiple objects.
Which two options could the administrator do to meet this requirement?
Choose 2 answers
A. Create a custom quick action for each object.
B. Deploy a screen-based flow from the home page.
C. Use the Service Setup Assistant to Configure Knowledge.
D. Add the New Article global action to required page layouts.
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 139
How should an administrator support a finance team that is trying to use Opportunity data to keep an eye on their pipeline rather than manually calculating anticipated income for the quarter?
A. Run a report at the end of each quarter to update the finance team on pipeline status.
B. Set up collaborative forecasting to view quota against the open pipeline.
C. Create a custom Forecasting object to inform the finance team on the status of deals.
D. Show the finance team how to use the Opportunity Kanban List View.
Answer: (SHOW ANSWER)
To help the finance team use Opportunity data to keep an eye on their pipeline without manually calculating anticipated income for the quarter, the administrator should set up collaborative forecasting. Collaborative forecasting allows users to view quota against open pipeline and make adjustments based on changing business conditions. References: https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5

NEW QUESTION: 140
Cloud Kicks is a large company with many divisions. Some divisions have a higher turnover, so each division wants to be able to create and manage users only within their division.
What should the administrator do to set this up?
A. Set up delegated administrators for the division leaders.
B. Assign a flat territory role hierarchy for the divisions.

C. Create a permission set group for the division leaders.
D. Customize and assign profiles for the division teams.
Answer: A (LEAVE A REPLY)
Delegated administration allows administrators to delegate certain user management tasks to other users without granting them full administrative privileges. Delegated administrators can create and manage users only within specified roles or public groups. This option will meet the requirement of allowing each division to create and manage users only within their division.
Reference: https://help.salesforce.com/articleView?id=delegated_administration_overview.htm&type=5

NEW QUESTION: 141
The administrator at AW Computing implements multi-factor authentication using the Salesforce Authenticator app downloaded on company-provided iPhones. A sales rep breaks their phone and needs to update an opportunity record.
How should the administrator grant access for the sales rep?
A. Instruct the sales rep to log in from the company's VPN.
B. Delegate multi-factor identification to the sales rep.
C. Add the sales rep's IP address to the trusted IP ranges.
D. Generate a temporary identity verification code for the rep.
Answer: D (LEAVE A REPLY)
To grant access for the sales rep who broke their phone and needs multi-factor authentication using Salesforce Authenticator app, the administrator can generate a temporary identity verification code for them. This code allows users who don't have their verification method available to log in securely without compromising their account security. References: https://help.salesforce.com/s/articleView?id=sf.identity_verification_codes.htm&type=5

NEW QUESTION: 142
DreamHouse Realty (DR) wants to ensure that its data is protected. There have been several recent attempts to phish employees.
What should DR do to help ensure that the user that is logged in is the right user when the running user is trying to view reports and dashboards?
A. Require a Usemame, Password, and Security Token when logging in.
B. Set up an authentication provider for reports and dashboards.
C. Require MFA when users need to view and export dashboards and reports.
D. Require a high assurance session when exporting or printing reports and dashboards.
Answer: D (LEAVE A REPLY)
To help ensure that users who are viewing reports and dashboards are who they say they are, DR should require a high assurance session when exporting or printing reports and dashboards. A high assurance session requires users to verify their identity using multi-factor authentication before accessing sensitive data or functionality in Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.

security_high_assurance_session_level.htm&type=5

NEW QUESTION: 143
An administrator wants to determine if brute-force password attacks are being used against the org. A brute-force attack is when multiple password combinations are attempted in a short time period.
Where should the administrator look for more information?
A. Login Forensics
B. Connected Apps OAuth Usage
C. Event Manager
D. User Field History Tracking
Answer: (SHOW ANSWER)
Login Forensics is a Salesforce feature that allows you to monitor and analyze login behavior and trends in your org. It can help you identify and prevent brute-force password attacks by showing you the number of login attempts, successes, and failures per user, location, and device. You can also set up alerts to notify you when a user exceeds a certain number of login failures or when a login originates from an unusual location or device. Reference:
https://help.salesforce.com/s/articleView?id=sf.security_loginforensics.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.security_loginforensics_alerts.htm&type=5

NEW QUESTION: 144
Which of the following statements are true about an end user's forecast? (Select 3)
A. Rolls up according to the forecast hierarchy
B. This aggregate can be units of product
C. This aggregate can be dollars of revenue
D. It is updated in the system every evening at 5 pm
Answer: (SHOW ANSWER)

NEW QUESTION: 145
The administrator at Cloud Kicks recently replaced several case workflow rules with a single before save flow. Since this change, some cases are routing In unexpected ways.
What could be the cause or the charges to routing?
A. Multiple automation tools have been used and the automation is executed in a different order.
B. The flow precedes assignment rules; workflow rules are after assignment rules.
C. Assignment rules no longer reference the correct fields.
D. The old workflow rules are still active and impacting routing.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 146

The administrator at Cloud Kicks is evaluating the capabilities of Schema Builder to create custom objects and custom fields. The administrator likes the user interface of the Schema Builder, as opposed to the new object and field wizards, but also notices some limitations. What needs to be configured from the object manager instead of Schema Builder?

A. Add custom fields to the page layout.

B. Make available for Customer Postal.

C. Enable field history tracking

D. Allow Reports and Activities

Answer: A (LEAVE A REPLY)

While the Schema Builder is a powerful tool in Salesforce for visually creating and managing custom objects and fields, there are certain configurations that must be done in Object Manager rather than Schema Builder. One of these configurations is enabling field history tracking.

Field History Tracking:

Field history tracking cannot be configured directly within Schema Builder. This setting must be enabled from within the Object Manager, where administrators can specify which fields on an object should have their changes tracked.

Enabling field history tracking involves navigating to the object in Object Manager, accessing the field history tracking settings, and selecting specific fields to track.

Limitations of Schema Builder:

Schema Builder is useful for quickly creating custom objects, relationships, and fields, but it does not support all configurations, such as enabling field history tracking, defining object-level permissions, or setting advanced object configurations.

For these types of configurations, administrators need to return to Object Manager where these settings are available.

Incorrect options:

Add custom fields to the page layout: This task is typically done within Object Manager, but Schema Builder does allow customization of page layouts to a certain extent through drag-and-drop.

Make available for Customer Portal: Schema Builder does not control portal availability; however, this is managed through Object Manager settings related to record visibility for portal users.

Allow Reports and Activities: This setting can be configured in Schema Builder when initially creating an object, but further refinements and permission settings must often be done in Object Manager.

In conclusion, enabling field history tracking requires access to the Object Manager, as it cannot be configured through Schema Builder.

NEW QUESTION: 147

What components can be transferred from Sandbox to Production Org via change sets? Choose 2

A. Field settings

B. Email templates
C. Account team roles
Answer: (SHOW ANSWER)

NEW QUESTION: 148
Which three types of prices should an administrator set for an organization's products?
Choose 3 answers.
A. List prices
B. Sales prices
C. Product prices
D. Standard prices
E. Discount prices
Answer: (SHOW ANSWER)