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NEW QUESTION: 1

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 administrator 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: 2

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

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

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

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

NEW QUESTION: 3

Universal Containers wants to allow community visitors to submit support cases without logging into the community.

Which two features are required to implement this request?

Choose 2 answers

- A. New case quick action
- B. Case assignment rules
- C. web-to-case
- D. Case feed actions

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

NEW QUESTION: 4

Universal Containers has three different profiles for the support desk. The VP of Support requests permission to only reassign profiles for support desk users.

How should this access be granted?

- A.** A permission set with the manage users permission.
- B.** Delegated administration access to the three profiles.
- C.** The manage users permission to the profile.
- D.** The administrator profile.

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

NEW QUESTION: 5

Universal Containers needs to use a different pricebook for sales representatives in each of the US, LATAM, EMEA, and APAC regions. What should the system

administrator do? * (1 Point)

- A.** Add a different list price for products depending on the region
- B.** Clone the standard pricebook and create separate pricebooks for each region
- C.** Create a separate pricebook for each region

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

Universal Containers has four sales regions: 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 Monday morning that contains components with only the data for their region. How can an administrator meet this requirement?

- A.** Create a separate dashboard with data specific to each sales VP, 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 a reporting snapshot and check the dashboard option, scheduled to be delivered on Monday mornings.
- D.** Create one dashboard using Visualforce to create a filter, scheduled to be delivered on Monday mornings.

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

NEW QUESTION: 7

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Assuming that the training sandbox will contain approximately 500MB of production data and be refreshed after daily training sessions, which type of sandbox can be used to train users on new functionality that has recently been deployed to production? * (1 Point)

- A. Developer Sandbox
- B. Developer Pro Sandbox
- C. Partial Data Sandbox
- D. Full Sandbox

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

Cloud Kicks (CK) has a sneaker of the month product that is sold as an annual subscription at the price of \$1, What type of product scheduling should the CK administrator set up to accurately capture that information?

- A. Revenue Schedule Only
- B. Inbound Scheduling
- C. Quantity and Revenue Schedules.

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

Quantity Schedule Only

NEW QUESTION: 10

The VP of sales wants to require that the next step field is always updated when an opportunity stage is changed.

How can this process be automated?

- A. Create a workflow rule with the following formula:
AND(ISCHANGED(ISPICKVAL(StageName)),ISCHANGED(NextStep)).
- B. Create a validation rule with the following formula:
AND(ISCHANGED(ISPICKVAL(StageName)),NOT(ISCHANGED(NextStep))).
- C. Create a validation rule with the following formula:
AND(ISCHANGED(StageName),NOT(ISCHANGED(NextStep))).
- D. Create a workflow rule with the following formula:
AND(ISCHANGED(StageName),NOT(ISCHANGED(NextStep)))

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

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

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

NEW QUESTION: 12

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

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

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

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

NEW QUESTION: 13

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

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

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

NEW QUESTION: 14

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

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

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

NEW QUESTION: 15

The administrator at Cloud Kicks (CK) is troubleshooting why users are missing expected email alerts from an automated process. The investigation shows that CK is hitting its daily limit.

What should the administrator review to resolve the issue?

- A. Email Logs
- B. HTML Email Status Report
- C. Outbound Messages
- D. Notification Delivery Settings

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

NEW QUESTION: 16

A previous consultant helped Universal Containers automate many of its business processes. The administrator changed the email address on the consultant's user record and deactivated it. The consultant called to say they continue to get email messages from failed flows and processes.

What steps should the administrator perform to stop the fault messages from going to the consultant?

- A. Set Send Process or Flow Error Email' to Apex Exception Email Recipients' in Automation settings. Add the System Admin's email to the Apex Exception Email page in Setup.
- B. Request an Email Log from Email Log Files in Setup and filter the request by the consultant's email. Manually update any flows or processes listed on the log.
- C. Export Flow Interviews filtered by LastModifiedBy.email using Data Loader. In the .csv file, change LastModifiedBy to the System Admin and upload changes with Data Loader.
- D. Create a custom metadata type and associate the LastModifiedBy field. Write a flow that updates the field in any flows or processes equal to the consultant's name.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

How many versions of any given flow, created with Visual Workflow, can be active at one time?

* (1 Point)

- A. 1
- B. 2
- C. 4

D. 3

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

NEW QUESTION: 18

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

What is an important consideration when cloning a product?

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

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

NEW QUESTION: 19

An administrator wants to allow users who are creating leads to have access to the find duplicates button.

Which lead object-level permission will the administrator need to provide to these users?

- A. Read and Edit
- B. Delete
- C. Merge
- D. View All

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

NEW QUESTION: 20

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. Create a permission set group for the division leaders.
- B. Assign a flat territory role hierarchy for the divisions.
- C. Customize and assign profiles for the division teams.
- D. Set up delegated administrators for the division leaders.

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

NEW QUESTION: 21

What can an administrator do to enable customer-submitted service requests? Choose two answers.* (1 Point)

- A. Enable the service cloud console on the company website
- B. Enable case feed on the company website
- C. Enable live agent on the company website
- D. Enable chatter answers

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

NEW QUESTION: 22

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. Hierarchical
- B. Master detail
- C. junction
- D. Lookup

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

NEW QUESTION: 23

An administrator at AW Computing is trying to track the login history for a specific user. The AW Computing org has 150,000 users and multi-factor authentication (MFA) is enabled and enforced for all users. In reviewing the Identity Verification History data, the administrator is unable to find any information for the mentioned user. The user used to log in regularly but has been inactive this quarter.

Which two reasons explain why the user's data is missing from Identity Verification History?

Choose 2 answers

- A. The last 6 months worth of data is stored in the Identity Verification History.
- B. User belongs to a specific role for which identity verification data is not stored.
- C. Up to 20,000 records of users' identity verification attempts are stored.
- D. Identity Verification History stores the last year's worth of data.

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

NEW QUESTION: 24

Universal Containers has a Positions object that represents job Positions and a Applications object that represent people that have applied to the position. The Job Application object has a lookup to position. They want to run a report that shows all Positions that do NOT have any child job Applications.

Which solution would meet the requirements?

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

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

NEW QUESTION: 25

Universal Containers wants to create a Job Application custom object related to a Job Posting custom object. They would also like a no-code solution to calculate the number of Job Applications for each Job Posting.

What type of field should an administrator create on the Job Application to enable this functionality?

- A. Formula
- B. Master-Detail
- C. Lookup
- D. Roll-up Summary

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

NEW QUESTION: 26

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

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

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

NEW QUESTION: 27

How can an administrator improve the relevance of search results for support agents searching for knowledge articles to solve articles?

Choose 3 answers

- A. Create data categories and assign articles to each category.
- B. Create a record type for each data category.
- C. Define synonyms for common search terms.
- D. Pre-populate article search filters based on the values of case fields.
- E. Enable feed tracking on all relevant article types.

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

NEW QUESTION: 28

Universal Containers wants to create a Feedback__c custom object related to Account and ensure all feedback records are owned by the same user as the Account owner.

How should an administrator relate Feedback__c to Account?

- A. Create a lookup Account field and filter on Feedback__c.
- B. Create a junction object between Account and Feedback__c.
- C. Create a hierarchical field on Feedback__c.
- D. Create a master-detail field on Feedback__c.

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

NEW QUESTION: 29

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

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

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

NEW QUESTION: 30

Universal Containers wants to convert a lookup relationship to a master detail relationship. What action should the administrator take prior to converting the relationship?

- A.** Select the allow re-parenting option on the master-detail relationship field.
- B.** Remove roll-up summary fields on the parent prior to changing the field type.
- C.** Delete the current lookup field before adding the new master-detail field.
- D.** Ensure all existing records have a value in the current lookup field.

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

NEW QUESTION: 31

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

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

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

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

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NEW QUESTION: 32

The marketing department at Universal Containers regularly changes the page layout requirements for its customer 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. Grant the VP of Marketing the ability log in as a user who is an administrator.
- B. Setup the VP of Marketing as a delegated administrator for the custom marketing objects.
- C. Create a custom profile with the Edit permissions on the custom marketing objects and assign to the VP of Marketing
- D. Enable Marketing User permission on the user record for the VP of Marketing.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

Universal containers uses a private sharing model for accounts. A user who owns an account record needs to temporarily grant delete access to this records associated contacts to another user. how can this be accomplished?

- A. Transfer ownership of the account record to the user.
- B. Use the manual sharing button on the account.
- C. Add the user to the owner's default account team
- D. Manually add the user to the account team.

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

NEW QUESTION: 34

Which three password options are available for the administrator to set on content deliveries?
Choose 3 answers

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

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

NEW QUESTION: 35

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

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

Choose 2 answers

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

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

NEW QUESTION: 36

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

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

Choose 2 answers

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

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

NEW QUESTION: 37

The VP of finance noticed incomplete information on the record that indicates if the borrower was approved or offered an alternate product. This information is collected mid-way through the sales cycle in a picklist.

How should the administrator ensure this Add is completed prior to dosing the opportunity?

- A. Create a validation rule,
- B. Make the field required in field-level security.
- C. Create a workflow rule.
- D. Make the field required on the page layout.

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

NEW QUESTION: 38

an administrator wants to report on activities related to a specific account over the past 18 months but some of these activities have been archived.

how can the administrator obtain a report with the correct data? choose 3

- A. Export archived activities using the data loader.
- B. open a case with support to extend archived days.
- C. Restore archived activities from the activity archive object.

D. use the weekly data export to obtain the archived activities.

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

NEW QUESTION: 39

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

Choose 2 answers

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

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

NEW QUESTION: 40

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

- A. Users can only be a member of one territory at a time.
- B. Sharing for accounts, contacts, opportunities and cases is impacted.(100%)
- C. Territory hierarchy must match the organization's role hierarchy.
- D. It is permanent and cannot be disabled.(100%)
- E. It limits the type of forecasting that can be used.(100%)

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

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

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

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

NEW QUESTION: 42

Universal Containers wants a summary report that displays the percentage growth of revenue year over year.

What function should an administrator use to calculate this information?

- A. DATEVALUE
- B. PREVGROUPVAL

C. PRIORVALUE

D. PARENTGROUPVAL.

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

NEW QUESTION: 43

Cloud kicks wants to understand the implications of archived Activities.

Which two considerations should an administrator communicate regarding archived Activities?

Choose 2 answers

A. Closed tasks created more than 365 days ago with no due data are archived.

B. Events that ended more than 365 days ago are archived.

C. Archived activities are deleted after 365 days.

D. Events created more than 365 days ago are archived.

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

NEW QUESTION: 44

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

how can the administrator automate this process? choose 2

A. use the apex dataloader

B. enable the case archived feature.

C. schedule the data export service.

D. use an Appexchange product

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

NEW QUESTION: 45

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

A. Enable debug Logging for the user.

B. Create a Flow with a fault connector.

C. Activate debug logging for the Apex trigger.

D. Review the Setup Audit Trail

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

How can additional permissions be given to a user without editing the profile itself? Choose two answers. * (1 Point)

A. delegated administration

B. role hierarch

C. permission set

D. sharing rule

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

The inside sales manager at Universal Containers wants to be able to report on how long leads have a Lead Status of "Open" before the status changes to another value. Additionally, the sales team has requested the status value be changed with fewer clicks. What should the administrator do to meet this requirement?

- A. Turn on field history tracking for the lead status field and create a report based on that field.
- B. Use a quick action to change the status value and a workflow rule to update a date field.
- C. Use a workflow rule that sends an email when the Lead Status is changed and an approval process to update the status.
- D. Use a formula field to calculate the difference between the current and created data when the status changes through inline editing.

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

NEW QUESTION: 48

At Cloud Kicks, the Sales team uses a specific dashboard to see how they are doing daily. The team has asked the administrator for an easier way to see this dashboard. What should the administrator recommend?

- A. Add the dashboard to the Sales team's home page.
- B. Email the dashboard to the Sales Team every morning.
- C. Create a custom app with a dashboard.
- D. Update the Sales team's app with a new dashboard.

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

NEW QUESTION: 49

The administrator at Universal Containers wants to improve data quality by ensuring that all accounts have a billing State/Province based upon the Billing Postal Code for that account. Which two solutions can meet this requirement?
Choose 2 answers.

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

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

NEW QUESTION: 50

When should an administrator consider when using Person Accounts'

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

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

NEW QUESTION: 51

If you wanted to make a report that shows sales growth year over year, which logical command would you use? * (1 Point)

- A.** priorval custom field
- B.** preVal
- C.** Parentgroupval
- D.** prevGroupVal

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

NEW QUESTION: 52

Northern Trail Outfitters requires the sales user to input a use case before moving the opportunity stage to qualified. A consultant has reviewed the business requirement and ran a report to check the state of data completion. When pulling a report for opportunities in the qualified stage or beyond, it appears that only 30% of records have a use case filled out with varying text strings.

What should the administrator recommend?

- A.** Write a record-triggered flow that populates the Use Case field when an opportunity is closed.
- B.** Create a validation rule and add the Use Case field to the Stage Guidance in Path.
- C.** Make the Use Case field required on the master Opportunity layout.

D. Use a quick action with the Use Case field in the layout, and add it as a Lightning component.

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

NEW QUESTION: 53

What are two capabilities of Salesforce Customer Community members?

Choose 2 answers.

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

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

NEW QUESTION: 54

When an opportunity with a least one opportunity product close wins, Universal Containers requires that an Invoice record be created with Invoice_Line_item_c records for each Product on the Opportunity.

How should an administrator implement this request?

- A. Use an Opportunity Approval process.
- B. Use a custom button on the Opportunity.
- C. Use an Opportunity that calls a Flow
- D. Use Einstein Next Best Actions.

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

NEW QUESTION: 55

What would cause a required field to not be populated on some records? Choose 2 answers. *
(1 Point)

- A. The field is protected by field level security
- B. The field is set to Read Only
- C. The field is hidden
- D. The field is not in the page layout

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

NEW QUESTION: 56

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

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

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

NEW QUESTION: 57

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. Master-Detail
- B. Many-To-Many
- C. Self
- D. Lookup

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

NEW QUESTION: 58

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

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

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

NEW QUESTION: 59

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. Review the debug logs from the Developer Console.
- B. Check the debug logs found in the Environment section of Setup.
- C. Use the Apex debugger while loading a customer record.
- D. Click Analyze from the Lightning App Builder toolbar.

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

NEW QUESTION: 60

What are the different ways a Visual Workflow "flow" can be deployed? (Choose three answers.) * (1 Point)

- A. Apex Trigger
- B. Visualforce page
- C. Custom link
- D. Field Updates
- E. Custom button

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 61

Cloud Kicks would like to establish a backup administrator who can assign but not modify user permission How should this be accomplished?

- A. Assign 'the user the System Administrator profile.
- B. Create an administrator permission set group
- C. Configure a custom administrator profile.
- D. Set up the user as a delegated administrator.

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

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NEW QUESTION: 62

Which three actions should occur when an administrator clicks save after making a number of modifications to Knowledge data categories in a category group and changing their positions in the hierarchy?

Choose 3 answers * (1 Point)

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 63

Universal Containers uses territory management to manage its sales territories. Territory managers and sales reps are at the same role level in the sold hierarchy. Account and opportunity objects are set to private. What record access can territory managers have for accounts and opportunities that are assigned to their territories? Choose 3

- A. View edit transfer and delete accounts assigned to the territory, regardless of who owns the accounts.
- B. Transfer and delete opportunities assigned to the territory, regardless of who owns the opportunities
- C. Edit all opportunities associated with accounts in the territory, regardless of who owns the opportunities.

D. Transfer all opportunities associated with accounts in the territory, regardless of who owns the opportunities.

E. View all opportunities associated with accounts in the territory, regardless of who owns the opportunities

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 64

Which two requirements must be met for a user to view knowledge Articles within a Salesforce organization?

Check 2 answers.

A. The user's profile must have the read permission for the at least one article type.

B. The user must have access to the articles tab.

C. The user must be assigned a Salesforce Knowledge license.

D. The user must have the manage articles permission on the profile.

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

NEW QUESTION: 65

The Marketing Manager has requested that a field be added to each account that displays the number of contacts associated with that 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 an Apex trigger 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 that count on the account.

D. Create a custom field on the account. Use a workflow rule to update the field when contacts are added or deleted.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

A sales manager would like access to the following:

All closed/won opportunities in the last six months for each account the manager owns.

All cases created within the last six months for each account the manager owns.

What can the administrator create to meet these requirements ?

A. Create an Account report and add Opportunity and Case cross filters.

B. Create an Account report that groups by both opportunities and cases.

C. Create a single report using the Joined Reports feature.

D. Create a custom report type to combine the data into a single report.

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

NEW QUESTION: 67

An administrator must select milestones from an existing list of available milestones. * (1 Point)

A. True

B. False

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

NEW QUESTION: 68

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

How can an administrator meet this requirement?

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

B. Set all fields to Read-Only on the standard Closed Opportunity page layout.

C. Create an opportunity validation rule with the formula; `PWORVALUE( IsClosed ) - True`.

D. Create a workflow field update to update the IsClosed field to True if a closed opportunity is modified.

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

NEW QUESTION: 69

Universal Containers is implementing a new lead status process and wants to be able to do the following:

- Track leads through five different status values
- Run reports showing the duration a lead spends in each status
- Run full Lifetime reports of a lead from creation to conversion
- Prevent leads from skipping a lead status

How can these requirements be met?

A. Use custom date fields and workflow rules for each status, and use custom formula fields for calculating duration of a status. Use validation rules to prevent status skipping

B. Use lead history reporting to track changes in the lead status field, and use custom reporting fields to calculate status duration. Use validation rules to prevent status skipping

C. Use field history tracking on the lead status field to track the duration of each status. Use validation rules to prevent status skipping

D. Use an Apex Trigger to populate custom date fields for each status, and use custom formula fields for calculating duration of each status

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

NEW QUESTION: 70

The finance director at Cloud Kicks asks the administrator for an exception report that shows all B2C accounts that are missing the credit card number. The credit card number is a classic encrypted field.

What action should the administrator take to meet this requirement?

- A.** Build a custom checkbox called 'Has Credit Card' that Finance checks when a credit card is recorded and a tabular report filtered on the checkbox equal to false.
- B.** Unmask the encrypted credit card number field to make it available and add a custom filter to a report where credit card number is blank.
- C.** Create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null.
- D.** Add 'View Encrypted Fields' to a permission set assigned to Finance and system administrators and a summary report filtered by credit card number.

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

NEW QUESTION: 71

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

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

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

NEW QUESTION: 72

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

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

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

NEW QUESTION: 73

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

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

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

NEW QUESTION: 74

Universal Containers uses Salesforce Knowledge and has defined its category groups based on the regions of Europe, of Americas, Africa, and Asia. The administrator needs to restrict visibility of each category to the sales representatives within each region. How should the administrator control access to these category groups?

- A.** Add custom category groups to the profiles assigned to the sales users.

- B. Add custom category groups to the roles assigned to the sales users.
- C. Modify object settings for the category groups on the sales users profiles.
- D. Add or remove sales users from a public group with access to the category groups.

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

NEW QUESTION: 75

Universal Containers is working on an implementation strategy for Salesforce CRM content and wants to ensure consistent tagging across and within its libraries, minimizing accidental duplicate tags.

What action can be taken to ensure this consistent tagging in universal containers libraries?
choose 2

- A. Create a workflow email alert for unrelated tags within a library.
- B. Establish tag names with contributors upon the creation of library.(100%)
- C. Enable restricted tagging upon the creation of library.(100%)
- D. Change the tag field to a pre-populated picklist.

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

NEW QUESTION: 76

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

- A. With upload rules, to limit the size of content files.
- B. With validation rules, to capture complete data
- C. With content fields, to control the content detail page layout
- D. With library rules, to limit the number of libraries created

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

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NEW QUESTION: 77

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

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

- A. Create three workflow rules in order, one workflow rule for each field update.
- B. Create a workflow rule with three field updates entered in the correct order.

- C. Create a process with one criteria node and three field updates in the correct order.
- D. Create a process with three criteria nodes and stop after each action.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 78

which feature is supported in delegated administrator? choose 3

- A. Manage custom objects
- B. set org wide sharing defaults
- C. create and edit users
- D. unlock communities users
- E. unlock non-communities users

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

NEW QUESTION: 79

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

Which item should the administrator review to find these details?

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

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

NEW QUESTION: 80

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

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

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

NEW QUESTION: 81

Universal Containers is using approval process with email notifications to streamline administrator process, A new approval process has been written that allow for delegated approvers. In testing, resulting show the primary approver is receiving the email notification but the delegated approver is NOT.

Which two steps should an administrator take to troubleshoot?

- A. Verify that each approval step is set to allow delegated approvers.
- B. Check Approval History to make sure the Submit for approval button was clicked.
- C. Verify that the email was sent in the setup Audit Trail.

D. Check the delegated approver's user settings.

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

NEW QUESTION: 82

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

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

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

NEW QUESTION: 83

In a two-step approval process where the first step is a hiring manager and second is the appropriate director, which of the following relationship types would a system administrator use to establish a relationship between the two approvers? * (1 Point)

- A. Hierarchical relationship
- B. Sibling relationship
- C. Master detail relationship
- D. Look up relationship

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 84

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

Once the junction object is created, what are the next two steps the administrator should take?
Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 85

Users have been given Read/Write access to product support cases through criteria-based sharing rules. A user's profile only has the Read permission for cases.

What can the user expect regarding their ability to edit product support cases?

- A. The user will be able to edit product support cases.
- B. The user will only be able to edit the cases that they created.
- C. The user will NOT be able to edit product support cases.
- D. The user will only be able to edit cases manually shared with them.

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

NEW QUESTION: 86

The VP of sales at Universal Containers has reported that users are changing the stage of opportunity records that they do not own. The VP wants only the owner of an opportunity to be able to change the stage of an opportunity-wide Default are set to public read/write.

Which validation rule should the administrator use to allow only the record owner to edit the stage field?

- A. NOT(ISCHANGED(StageName) , ownerid = \$user.id)
- B. AND(PRIORVALUE (StageName), Ownerid < > \$user.id)
- C. NOT(PRIORVALUE(StageName) , Ownerid = \$user.id)
- D. AND(ISCHANGED(StageName) < > \$user.id)

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

NEW QUESTION: 87

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

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

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

NEW QUESTION: 88

An administrator notices that there are two account records in the system with the same name. A contact record with the same name is associated with each account.

Which set of steps should be taken to merge these accounts using the Salesforce merge feature?

- A. Merge the duplicate accounts and then merge the duplicate contacts.
- B. Merge the duplicate accounts and the duplicate contacts will be merged automatically.
- C. Merge the duplicate contacts and then merge the duplicate accounts.
- D. Merge the duplicate accounts and check the box that optionally merges the duplicate contacts.

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

NEW QUESTION: 89

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

- * send the lead an email with appropriate product information, depending on which product was selected on the web-to-lead form
- * Assign the appropriate salesperson to be the lead owner, depending on the product selected

* create a task for the salesperson to follow up with the lead.

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 90

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 91

The security department at AW Computing wants to prevent users from exporting more data than they need. Included in this request is limiting records containing sensitive information, such as bank accounts and Personal Identifiable Information (PII).

Which feature should an administrator recommend to help limit what data is exported?

- A. Export Data Settings
- B. Salesforce Platform Encryption
- C. Salesforce Shield
- D. Muted Permission Sets

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 92

Your company sells large mainframes that are delivered in one delivery but are paid for with several regular installments. What type of schedule should you set up? * (1 Point)

- A. Default Revenue Schedule
- B. Don't create any default schedule
- C. Default Revenue and Quantity Schedule
- D. Default Quantity Schedule

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 93

Which three types of prices should an administrator set for an organization's products?
Choose 3 answers.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 94

What should an administrator consider when moving approval processes using a change set? * (1 Point)

- A. Change sets do NOT include the order of active approval processes from the source organization
- B. Custom fields on standard objects will need to be manually added in the target organization.
- C. Change sets do NOT include the approval and rejection actions from the source organization
- D. The unique name of the approval process is NOT allowed to be changed once deployed in the target organization

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

NEW QUESTION: 95

The VP of Finance wants to ensure that once an opportunity is closed, it cannot be modified by any user. How can an administrator meet this requirement?

- A. Set all fields to Read-Only on the standard Closed Opportunity page layout.
- B. Set the Do Not Modify Closed Opportunity permission for all profiles.
- C. Create an opportunity validation rule with the formula: PRIORVALUE(IsClosed) = True.
- D. Create a workflow field update to update the IsClosed field to True if a closed opportunity is modified.

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

NEW QUESTION: 96

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

What should an administrator do to resolve the issue?

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

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

NEW QUESTION: 97

Universal Container (UC) is considering using Communities. Each partner is associated with a product and will need a separate community?

Some partners will need to access to more than one community.

What are two consideration an administrator should be aware of?

Choose 2 answers

- A.** The org limit of 100 community does not include inactive or preview communities.
- B.** Communities licenses are associated with a specific community.
- C.** Community license choice of member-based or login-based.
- D.** The org limit of 100 communities includes active, inactive, and preview communities.

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

NEW QUESTION: 98

A sales rep at Ursa Major Solar realized that the wrong price book was selected for an opportunity- How can the sales rep change the price book on the opportunity?

- A.** The change can be made through the mobile app.
- B.** Once selected, the price book is locked on the opportunity.
- C.** The change can be made through the desktop site.
- D.** Once selected, the price book can be updated via the forecasting tab.

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

NEW QUESTION: 99

An Administrator has been asked to grant read, create and edit access to the product object for users who currently have the standard marketing user profile.

Which two approaches could be used to meet this request? Choose 2 answers.

- A.** Change the access levels in the marketing user standard profile to read, create and edit for the product object
- B.** Create a permission set with read, create and edit access for the product object and assign it to the marketing users
- C.** Create a permission set with read and write access for the product object and assign it to the marketing users

D. Create a new profile for the marketing users and change the access levels to read, create and edit for the product object

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

NEW QUESTION: 100

Which three features are supported in delegated administration?

A. Unlock Communities users

B. Create and edit users

C. Manage custom objects

D. Set org-wide sharing defaults

E. Unlock non-Communities users

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

NEW QUESTION: 101

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. Filter Logic

D. Summary Report

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

NEW QUESTION: 102

Universal Containers' Support team is growing globally, and the manager has inquired about implementing Omni-Channel. The team supports multiple products that require complex expertise across multiple languages.

Which routing option should the administrator recommend to ensure the right cases get to the correct agents for resolution?

A. Case Assignment Rules

B. Translation Workbench

C. Skills-Based Routing

D. Queue-Based Routing

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 103

What can a Sales Representative see on ceheclicks on the Forecast (Collaborative) tab?

Select all that apply * (1 Point)

A. Forecast Range

B. Forecast Categories

- C. Quotas
- D. Data Source
- E. Opportunity list column

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

NEW QUESTION: 104

Universal Containers wants to track invoices with a custom object. They want to be able to view any invoices as a related list on the Opportunity record page.

Which feature would ensure can view all invoices associated with an Opportunity if the user can view the parent Opportunity record?

- A. Master-Detail Relationships
- B. Sharing Rules
- C. Lookup Relationships
- D. Field Level Security

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

NEW QUESTION: 105

When an opportunity with at least one opportunity product close wins, Universal containers requires that an Invoice_c record be created with Invoice_Line_Item_c records for each Product on the Opportunity. How should an administrator implement this request? * (1 Point)

- A. Use a custom button on the Opportunity
- B. Use a Process Builder that calls a Flow
- C. Use an Opportunity Approval Process
- D. Use Einstein Next Best Actions

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

NEW QUESTION: 106

The sales manager at Universal Containers would like a dashboard to view each of the sales representative's opportunities, accounts, and related cases.

What is a recommended solution?

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

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

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NEW QUESTION: 107

When a lookup relationship is created between two objects, which three options can the administrator select to help manage situations when a lookup record is deleted?

Choose 3 answers.

- A. Prompt the user to enter another record to resolve the lookup relationship.
- B. Notify the record owner.
- C. Clear the value of the lookup field.
- D. Do not allow deletion of a lookup record that is part of a lookup relationship.
- E. Delete the related record also.

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

NEW QUESTION: 108

What would you check to see whether a workflow failed? * (1 Point)

- A. integration log
- B. failed work flow log
- C. debug log
- D. workflow log

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

NEW QUESTION: 109

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

Which two sandboxes should be used in this instance?

Choose 2 answers

- A. Developer Pro
- B. Full
- C. Partial
- D. Developer

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

NEW QUESTION: 110

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

- A. "Customize Application"

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

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

NEW QUESTION: 111

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

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

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

NEW QUESTION: 112

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 two answers. * (1 Point)

- A. A custom report type with Opportunity as the primary object and Activity as the secondary object
- B. A joined report using an opportunity report in Block A; a task and event report filtered by tasks for Block B
- C. A standard opportunity filtered by the field Last Activity and a custom date range that is blank
- D. An opportunity report with across-object filter of opportunities without activities

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

NEW QUESTION: 113

an administrator has been asked to set up two custom objects named issues and tickets. multiple tickets can be associated with each issue, and each issue may be associated with multiple tickets.

how should the administrator set up the relationship between issues and tickets?

- A. Create a lookup relationship on both the tickets and issues object.
- B. Create a junction object with both tickets and issues as master objects.
- C. Create a lookup relationship with tickets as the master object.
- D. Create a master detail relationship with issues as the master object

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

NEW QUESTION: 114

Sales representatives are reporting trouble syncing quotes with their related opportunities. What is a possible explanation for this problem? Choose two

- A. The attached currency is no longer active.
- B. The quote contains an archived list price.
- C. The user does not have Edit permissions on the quote.
- D. The quote is attached to a closed opportunity.

Answer: ([SHOW ANSWER](#))

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