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NEW QUESTION: 1

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. Article numbers change during migration

B. Classic Knowledge Attachments are moved to the files related list

C. Approval process history migrate to Lightning Knowledge

D. Each article must be associated to a record type

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 2

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 the email was sent in the setup Audit Trail.

B. Check Approval History to make sure the Submit for approval button was clicked.

C. Verify that each approval step is set to allow delegated approvers.

D. Check the delegated approver's user settings.

Answer: (SHOW ANSWER)

NEW QUESTION: 3

The administrator at Cloud Kicks has been requested to provide access to the Leads object to a contractor.

The contractor currently has a profile that has access to a project management app within Salesforce. The contractor should only have View access to all of the Lead records.
What should the administrator handle this request?
A. Assign a permission set that has View All on Leads.
B. Add an app with the Leads tab to the user's profile.
C. Assign the contractor a public group with Lead access.
D. Create a profile with Read Only for all Leads.
Answer: A (LEAVE A REPLY)
Permission sets are collections of settings and permissions that give users access to various tools and functions without changing their profile or requiring multiple profiles for users who perform different tasks across apps in your org. By assigning a permission set that has View All on Leads to the contractor, Cloud Kicks can grant them view access to all lead records without modifying their profile or creating a new one.
References: https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5

NEW QUESTION: 4
What would cause are quired 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: B,D (LEAVE A REPLY)

NEW QUESTION: 5
An administrator at Cloud Kicks has been tasked by the compliance team to flag where sensitive information is stored in Salesforce.
What feature should the administrator use to fulfill this requirement?
A. Data Classification
B. Schema Builder
C. Classic Encryption
D. Field-Level Security
Answer: A (LEAVE A REPLY)
Data Classification is the feature that the administrator should use to flag where sensitive information is stored in Salesforce. Data Classification is a feature that allows administrators to flag where sensitive information is stored in Salesforce by assigning sensitivity and classification levels to fields. Data Classification can help administrators comply with data privacy regulations and best practices by identifying and managing sensitive data in their orgs.

NEW QUESTION: 6
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)
Explanation
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: 7
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. Only standard objects can be used with Roll-up Summary fields.
B. Rows can only be triggered from the records created on standard objects.
C. Roll-up Summary calculations will prevent a Mow from being triggered.
D. Roll-up Summary calculations run after processes and workflows.
Answer: D (LEAVE A REPLY)
Explanation
Roll-up Summary calculations are performed after processes and workflows are executed, which means that any changes made by processes or workflows will not be reflected in the roll-up summary field until after the transaction is committed. This could cause inaccurate or outdated information to be delivered to the agent if the flow relies on the roll-up summary field value.

NEW QUESTION: 8

When a lead comes in from APAC it needs to be assigned to an external partner if the manager approves. Also external partner needs to be notified that lead has been assigned to him.
Assignment rule, workflow rule
A. Assignment rule, auto-response rule, workflow rule
B. Assignment rule, workflow rule, approval process
C. Assignment rule, workflow rule
D. Assignment rule, approval process
Answer: (SHOW ANSWER)

NEW QUESTION: 9
Cloud Kicks is looking for a way to back up its data dally.
What should the administrator recommend?
A. Set up Salesforce's Data Export Service and store the data In the target destination.
B. Extract the data with the Import Wizard and push it to the target destination.
C. Schedule a report and have the data emailed to the admin to put In the target destination.
D. Use an ETL tool that can be scheduled to extract the data ard push it to the target destination.
Answer: D (LEAVE A REPLY)
Salesforce's Data Export Service is a tool that allows you to export your organization's data to a set of comma-separated values (CSV) files and store them in a backup location of your choice. You can schedule this service to run weekly or monthly and receive an email notification when your files are ready to download.
This is one way to back up your data daily without using any external tools or services.
References:
https://help.salesforce.com/s/articleView?id=sf.data_export.htm&type=5

NEW QUESTION: 10
Which two should an administrator consider when setting up Salesforce CRM Content ? Choose
2 answers.
A. The content type determines which fields appear on the Content Detail page layout.
B. The library type determines the size of files that can be contributed to content.
C. A validation rule can ensure a description is required for all contributed content.
D. An approval process can ensure that all product-related content is reviewed.
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 11

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 master detail relationship with issues as the master object
B. Create a lookup relationship with tickets as the master object.
C. Create a lookup relationship on both the tickets and issues object.
D. Create a junction object with both tickets and issues as master objects.
Answer: D ([LEAVE A REPLY])

NEW QUESTION: 12
A Recruiting User needs to setup an object relationship between the Position object and the Job Applicant object so that a Position record can have many applicants and Job Applicant can apply for many positions.
He also needs this in a setup where deleting a Job Application record will delete all information related to the job applicant in the Position object. What can a system administrator do to fulfill the requirement? * (1 Point)
A. Create a master-detail relationship only on the child object
B. Create a lookup relationship using a junction object.
C. Create a many-to-many master-detail relationship using a junction object.
D. Create a lookup relationship only on the parent object
Answer: C ([LEAVE A REPLY])

NEW QUESTION: 13
When using Collaborative Forecasts, which two types of data can a sales representative access from the Forecasts tab?
Choose 2
A. Forecast amount for each forecast category
B. Opportunities that make up each forecast amount
C. Forecast amount for other representatives on their team
D. Forecast amount for each opportunity stage
Answer: ([SHOW ANSWER])

NEW QUESTION: 14
Product is payed for once, but receive product in increments (1)
A. create revenue schedules
B. set up default revenue schedules
C. set up default quantity schedules
D. create quantity schedules
Answer: D ([LEAVE A REPLY])

NEW QUESTION: 15

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)

Modify All is the level of access that the sales user will have on the Account object after being assigned to a muting permission set that mutes Delete access on Account. Muting permissions are a way to reduce or remove access to objects or fields for users who are assigned to permission set groups. Muting permissions can only mute object-level permissions, such as Create, Read, Edit, Delete, View All, or Modify All, but not field-level permissions or other permissions. Muting permissions can only reduce or remove access that is granted by other permission sets or permission set groups within the same permission set group, but not by profiles or other sources of access. Therefore, in this case, the muting permission set will only mute the Delete access on Account that is granted by the permission set group, but not the Modify All access that is also granted by the permission set group.

NEW QUESTION: 16

Which tools would you use to deploy metadata from one organization to either a RELATED or UNRELATED organization? Choose two answers.

A. Change sets

B. Unmanaged Packages

C. Force.com Migration Tool

D. Force.com IDE

Answer: (SHOW ANSWER)

NEW QUESTION: 17
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. Notification Delivery Settings
D. Outbound Messages
Answer: A (LEAVE A REPLY)
Email logs provide information about email delivery, such as the sender, recipient, date and time, delivery status, and any error messages. The administrator can use email logs to troubleshoot why users are missing expected email alerts and identify which emails are hitting the daily limit. References:
https://help.salesforce.com/articleView?id=email_logs.htm&type=5

NEW QUESTION: 18
How would you configure a profile to find duplicate records?
A. Delete
B. merge
C. read, edit
D. view all
Answer: (SHOW ANSWER)

NEW QUESTION: 19
Which deployment tool can be used to deploy metadata from a developer
edition organization to another organization? choose 2
A. Change sets
B. Data loader.
C. Force.com IDE
D. Force.com Migration tool(100%)(salesforce extensions for visual studio code)
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 20
A sales manager is receiving an "insufficient privileges" error when viewing a contact. The contact owner is under the manager in the role hierarchy. What is the reason the sales manager is not able to view the contact?
A. The account sharing settings are controlled by the parent, and the account owner is not under the sales manger's role.
B. The contact sharing settings are private, so access to the record is limited to the contact owner and system administrator.

C. The contact sharing settings are controlled by the parent, and the account owner is not under the sales manager's role.
D. The contact owner has not selected the option to share contacts with others in the role hierarchy.
Answer: (SHOW ANSWER)

NEW QUESTION: 21
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 administration 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: (SHOW ANSWER)

NEW QUESTION: 22
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: 23
A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why can't the sales manager view the contact?
A. The contact has not been manually shared with the manager.
B. Contact sharing settings have Grant Access Using Hierarchies unchecked.
C. Contact sharing settings are Private.
D. The contact is not linked to an account.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 24
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)
Explanation
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.
References: 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: 25
The Service team at Cloud Kicks needs a way to show the current status from the Account on the Case. This value should be on the page and is used in validation rules.
What should the administrator recommend to solve this?
A. Create a cross-object formula.
B. Use a picklist field.
C. Make a Rollup Summary.
D. Add a lookup field to Account.
Answer: (SHOW ANSWER)
A cross-object formula is a formula that references fields from related objects. The administrator can create a cross-object formula field on the Case object that displays the current status from the Account. This field can be used in validation rules and other processes. References: https://help.salesforce.com/s/articleView?id=sf.
tips_on_building_formulas_cross_object_formulas.htm&type=5

NEW QUESTION: 26
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)
Explanation
A validation rule and a stage guidance in Path are two features that can help ensure that users input a use case before moving the opportunity stage to qualified.
A validation rule is a formula that validates the data entered by users and prevents records from being saved if they do not meet certain criteria. In this case, a validation rule can be used to check if the Use Case field is blank when the Stage field is changed to Qualified, and display an error message if so.
A stage guidance in Path is a feature that displays helpful information or tips for each stage of a sales process on an opportunity record page. In this case, adding the Use Case field to the stage guidance in Path can remind users to fill out this field before moving to the next stage.

NEW QUESTION: 27
The administrator at Universal Containers needs to convert a lookup relationship to a master-detail relationship. What should the administrator verify to ensure that conversion is successful?
A. The lookup field is required on the child object
B. The lookup field in all records contains a value
C. The owner is the same for all related records
D. No roll-up summaries exist on the lookup object
Answer: (SHOW ANSWER)

NEW QUESTION: 28
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. Change the tag field to a pre-populated picklist.
B. Establish tag names with contributors upon the creation of library.(100%)
C. Create a workflow email alert for unrelated tags within a library.
D. Enable restricted tagging upon the creation of library.(100%)
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 29

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

NEW QUESTION: 30
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: 31

When should an administrator apply a permission set to a user or group of users versus configuring the user's profile with the necessary access?

A. When a user is part of a team with an assigned profile that covers the majority of their needs but requires just a little less access than the rest of their team.

B. When a user is part of a team with an assigned profile that covers the majority of their needs but requires more access than the rest of their team.

C. When an organization's sharing model is too broad and they need to restrict access beyond what their sharing model and existing profiles provide.

D. When an organization has opted out of using the standard profiles and created custom profiles.

Answer: (SHOW ANSWER)

As explained in question 13, permission sets are collections of settings and permissions that give users access to various tools and functions without changing their profile or requiring multiple profiles for users who perform different tasks across apps in your org. Permission sets are useful when a user is part of a team with an assigned profile that covers the majority of their needs but requires more access than the rest of their team for some specific tasks or functions. For example, a user may need access to a custom object or field that is not available to their profile, but only for a limited time or project. In this case, assigning a permission set to the user can grant them the additional access they need without affecting their profile or other users with the same profile. References: https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5

NEW QUESTION: 32

Cloud Kicks (CK) has a filed called Shoe Type Preference, CK,s product team wants to see a report that groups specific picklist values together into the one of two lists.

What functionality should the administrator use to fulfill the team's request?

A. PREVGROUPVALUE

B. Summary Formula

C. Bucket field

D. Matrix Report

Answer: C (LEAVE A REPLY)

Explanation
Bucket field is a feature that allows administrators to group report values into categories without changing the data in Salesforce. Bucket field can help simplify reports and charts by reducing the number of values displayed and summarizing data based on criteria such as ranges or groups. Bucket field can be used to group specific picklist values together into one of two lists

NEW QUESTION: 33
Cloud Kicks has a very large knowledge base in Salesforce, Service reps are having a hard the finding the most reviewing articles because there are too many search results.
What should the administrator do to help service reps quickly narrow down the number of articles?
A. Implement and configure Data Categories.
B. Delete and remove old Knowledge articles.
C. Update Knowledge to auto-search the case's subject.
D. Activate and configure Einstein Search.
Answer: (SHOW ANSWER)
Explanation
Data Categories are a way to organize and classify knowledge articles into a hierarchical structure based on topics or criteria. Data Categories can help service reps quickly narrow down the number of articles by filtering or browsing by category. Data Categories can also be used to control the visibility and access of articles for different users or roles.

NEW QUESTION: 34
An administrator wants to allow users who are creating leads to have access to the Find Duplicates button.
What lead object-level permission will the administrator need to provide these users?
A. Delete
B. Merge
C. View All
D. Read and Edit
Answer: C (LEAVE A REPLY)

NEW QUESTION: 35
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. 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.
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. 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.
D. 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.
Answer: (SHOW ANSWER)
This option will allow the administrator to change the recipient of the fault messages from the consultant's email to the system admin's email without modifying any flows or processes. The other options are either not feasible or not effective. References:
https://help.salesforce.com/articleView?id=flow_concepts_error_email.
htm&type=5

NEW QUESTION: 36
Universal Containers created and tested a new approval process in a developer sandbox. While the approval routings were correct, the approvers were NOT receiving the notification emails.
What could be the cause of this issue?
A. The email relay is disabled in the sandbox.
B. Email deliverability CANNOT be changed in a sandbox.
C. The email address for the users in the sandbox are invalid.
D. Approvals can only be tested in a fail or partial data sandbox.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 37
AW Computing wants to create a process to assign accounts to different salespeople based on the annual revenue.... of the company. The administrator has decided to create a flow.
Which two consideration should the administrator make sure to remember when creating the flow? Choose 2 answers
A. Use a Get Record component instead of hard coding record IDs.
B. The running user of a flow is the user that last saved the flow.
C. Update record elements should be placed outside the flow loop.
D. Update Record elements should be placed inside the flow loop.
Answer: (SHOW ANSWER)
Using a Get Record component allows the flow to dynamically retrieve records based on criteria or record IDs without hard coding them. This makes the flow more flexible and

maintainable. Updating record elements outside the flow loop prevents unnecessary DML operations and reduces the risk of hitting governor limits.

NEW QUESTION: 38

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. Design an approval process to capture the furthest date.
D. Configure a workflow to create the task.

Answer: A,B (LEAVE A REPLY)

Two combined automation tools that the administrator can use to create the task record and assign based on date criteria are:
* Create a formula field to capture the MAX date. A formula field is a custom field that calculates a value based on other fields or expressions. In this case, a formula field can be used to capture the maximum value between Estimated Shipping Date and Client Need By Date fields and store it as a date value.
* Make a Process Builder to create the task. A Process Builder is an automation tool that allows you to create processes that perform actions based on certain criteria. In this case, a Process Builder can be used to create a task record when a certain condition is met and assign its due date based on the formula field value.
The other two options are incorrect because:
* An approval process is an automation tool that allows you to route records for approval based on certain criteria and approval steps. It does not create or assign tasks based on date criteria.
* A workflow rule is an automation tool that allows you to perform actions based on certain criteria and evaluation time. It does not create or assign tasks based on date criteria.
References: https://help.salesforce.com/s/articleView?id=sf.customize_functions.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.process_overview.htm&type=5

NEW QUESTION: 39

A field's label was changed in the sandbox. What should be done that the production's field label will also be changed? Choose 2

A. Dataloader
B. Manually change the field label in production
C. Changeset
D. Import wizard

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 40

What is true about Salesforce Communities? Choose 2

A. Ideas tab is used by community users to submit, like and promote Ideas

B. Communities can be used by internal Salesforce users only

C. Reputation level is the same across all communities

D. Crowd sourced Knowledge in Q&A tab

Answer: (SHOW ANSWER)

https://help.salesforce.com/apex/HTViewHelpDoc?id=ideas_about.htm&language=en
https://help.salesforce.com/apex/HTViewHelpDoc?
id=questions_portal_overview.htm&language=en

NEW QUESTION: 41

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: 42

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. Lookup

B. Master-Detail

C. Formula

D. Roll-up Summary
Answer: B (LEAVE A REPLY)

NEW QUESTION: 43
A sales rep needs to help cross-sell an opportunity but is unable to make updates on the record or update the opportunity team.
Which two options would be required for a sales rep to add a rep to the opportunity team?
Choose 2 answers
A. Transferred ownership of the Opportunity to the sales rep
B. A permission with Edit access on the Account object
C. A role above the Opportunity owner in the role hierarchy
D. Transferred ownership of the Account to the sales rep
Answer: B,C (LEAVE A REPLY)
Explanation
To add a user to an opportunity team, you need Edit access on the account associated with the opportunity and either own the opportunity or be above the owner in the role hierarchy.
References:
https://help.salesforce.com/s/articleView?id=sf.teams_adding.htm&type=5

NEW QUESTION: 44
Cloud Kicks (CK) has introduced its new Alpha Shoe line. Customers create cases from CK's website. Managers receive a report of all cases created last week. Managers would like a way to easily see in the report if the customer refers to the new shoe line in the case subject.
How should the system administrator modify thr report meet this request?
A. Include a contains filter on Subject.
B. Add a cross-filter and a with' sub-filter.
C. Change the format to a joined repi
D. Build a row-level formula.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 45
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. Notification Delivery Settings
D. Outbound Messages
Answer: A (LEAVE A REPLY)

Explanation
Email logs provide information about email delivery, such as the sender, recipient, date and time, delivery status, and any error messages. The administrator can use email logs to troubleshoot why users are missing expected email alerts and identify which emails are hitting the daily limit. References:
https://help.salesforce.com/articleView?id=email_logs.htm&type=5

NEW QUESTION: 46
Which of the following are some of the capabilities of a Live Agent?
A. Live Agent Chat Queues
B. Skills
C. Knowledge chatlet and the Articles tool
D. All of the above
E. Pre-Chat Forms and Post-Chat Pages
Answer: (SHOW ANSWER)

NEW QUESTION: 47
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 refresh sandbox without Auto Activate.
B. Use a scratch org definition to copy sandbox.
C. Use clone a sandbox option from the existing sandbox.
D. Use the existing sandbox as a sandbox template.
Answer: (SHOW ANSWER)

NEW QUESTION: 48
Which three password options are available for the administrator to set on content deliveries? Choose 3 answers
A. Password complexity rules

B. Password protection Is optional and defaults to ON
C. Administrator-provided default password
D. Password protection Is optional and defaults to OFF
E. Password protection is required
Answer: (SHOW ANSWER)

NEW QUESTION: 49
Sales teams at Cloud Kicks ask each visiting customer to fill out a form that capturing their contact information and some basic footwear preferences. This information is saved to a spreadsheet and used by the sales team to alert their contacts when new shows are added to the inventory that matches their preferences.
The sales team wants to be able to track this in Salesforce and see the information when viewing the contact Record.
Which two ways should the administrator configure this requirement?
Choose 2 answers
A. Schema Builder
B. Lookup Field
C. Data Loader
D. Lightning Object Creator
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 50
A user at Cloud Kicks has informed the administrator that they are unable to log in to Salesforce via multi-factor authentication.
Which two area should the administrator review to understand potential root causes?
Choose 2 answers
A. Identity Verification History
B. Login History
C. Debug Logs
D. Setup Audit Trail
Answer: A,B (LEAVE A REPLY)
Explanation
Identity Verification History is a tool that tracks the verification methods used by users when they log in to Salesforce via multi-factor authentication. It can help identify any issues or errors related to verification methods such as email, phone, or app. Login History is a tool that tracks the login attempts and status of users who access Salesforce. It can help identify any issues or errors related to login credentials, IP addresses, browser types, or locations.

NEW QUESTION: 51

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. Open the flow In Debug mode and Run the Flow as another user.
C. Change the Default Case Creator to the user's manager.
D. Log in as another user and run the flow.
Answer: B,D (LEAVE A REPLY)
Opening the flow in Debug mode and running it as another user allows simulating how the flow behaves for different users with different permissions and settings. This can help identify any issues related to user

NEW QUESTION: 52
Cloud Kicks (CK) is working on adding a Knowledge base to its online customer community. The administrator suggests using Salesforce Knowledge to meet this requirement.
What are three reasons CK should utilize Data Categories when creating articles in Knowledge?
Choose 3 answers
A. Up to five Data Category groups can be created for segmentation.
B. Data Categories help organize the Knowledge base content displayed.
C. Every article is required to have a Data Category for sorting.
D. Data Categories provide a way to secure access to the Knowledge base content.
E. A Knowledge article can be tagged to more than one Data Category.
Answer: B,D,E (LEAVE A REPLY)
Explanation
Three reasons CK should utilize Data Categories when creating articles in Knowledge are:
Data Categories help organize the Knowledge base content displayed. Data categories are logical groupings of articles that reflect your business needs and processes. You can create a data category group and assign it to one or more article types, and then create data categories and subcategories within that group. Data categories help you organize your articles by topic or criteria and make them easier to find and browse by your users or customers.
Data Categories provide a way to secure access to the Knowledge base content. Data category visibility is a setting that determines which data categories users can access based on their profiles or permission sets. You can use data category visibility to control access to your articles based on their data categories and ensure that only relevant and appropriate content is displayed to different users or customers.
A Knowledge article can be tagged to more than one Data Category. A Knowledge article is a document that provides information or answers to common questions or issues. A Knowledge article can be tagged to one or more data categories within each data category

group that is assigned to its article type. This allows you to classify your articles by multiple criteria and make them searchable and accessible by different users or customers.

NEW QUESTION: 53
What are the things to consider about master detail (choose 3)
A. Child record will be deleted when parent is deleted
B. We need to fill up lookup fields in child object
C. Child record wont be deleted when parent is deleted
D. Master object will be the master object in a report
Answer: (SHOW ANSWER)

NEW QUESTION: 54
In Collaborative Forecasts, which permissions are required in order to upload quota data for al users? Choose 2.
A. View all Forecasts
B. Manage Quotas
C. View all data.
D. Customize Forecasts
E. Manage all data
F. Customize Quotas
Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 55
The distributors at Cloud Kicks are eligible for support based on a specific service contract-
How should the administrator show this in Salesforce?
A. Use entitlement management.
B. Add a service contract to the record.
C. Turn on Service Cloud.
D. Build a new custom object.
Answer: (SHOW ANSWER)
Entitlement management lets you create and maintain service contracts that specify the support terms for each account. You can use entitlement processes to automatically apply the correct service contract to a case based on criteria you define. References:
https://trailhead.salesforce.com/en/content/learn/modules/entitlements/entitlements_overview

NEW QUESTION: 56
An administrator for Cloud Kicks has received several requests to update Salesforce reports with fields that users are unable to see on the report. The administrator notices that the missing fields are new custom fields and the reports are created with custom report types.
What should the administrator do to make this an easier process?
A. Mark the fields and Visible and Read Only on the user Profiles.

B. Enable Auto add new custom fields to custom report type layouts.
C. Build reports for the users and save them in a shared folder.
D. Ensure the reports are being created with the correct hierarchy level.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 57
Why users are not able to see "Find Duplicate" button in Lead ?
A. They should have Read and Edit Permission
B. They should have Delete Permission
C. They should have Read and Delete Permission
D. They should have Read Permission
E. They should have Edit Permission
Answer: C (LEAVE A REPLY)

NEW QUESTION: 58
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. Related Lists
B. Highlights Panel
C. Record Detail
D. Activities
Answer: B (LEAVE A REPLY)

NEW QUESTION: 59
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. Add 'View Encrypted Fields' to a permission set assigned to Finance and system administrators and a summary report filtered by credit card number.
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. 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.
D. Create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null.
Answer: D (LEAVE A REPLY)
A summary report with a cross-filter is a type of report that allows you to summarize data by grouping rows and columns and applying filters based on related objects and fields. A cross-filter is a filter that lets you include or exclude records in your report based on related

objects and their fields. In this case, you can create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null. This will show you all B2C accounts that are missing the credit card number, regardless of whether it is encrypted or not. References: https://help.salesforce.com/s/articleView?id=sf.reports_summary_charts.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.reports_cross_filters.
htm&type=5

NEW QUESTION: 60

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

Which action should the administrator take to meet this requirement?

A. Use Salesforce REST API to create the object and also import the data.

B. Use Lightning Object Creator to create the object and also import the data.

C. Use Schema Builder to create the object and also import the data.

D. Use Object Manager to create the object and also import the data.

Answer: B (LEAVE A REPLY)

Lightning Object Creator is a tool that allows you to create custom objects and fields from a spreadsheet in a few clicks. Lightning Object Creator analyzes the spreadsheet data and suggests the best way to map it to Salesforce fields and relationships. You can also import the data from the spreadsheet into the new custom object and view it in a list view or a related list. In this case, you can use Lightning Object Creator to create a custom Project object from the spreadsheet that tracks installations and also import the data into the new object. References: https://help.salesforce.com/s/articleView?id=sf.object_creator_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.object_creator_create_object.htm&type=5

NEW QUESTION: 61

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. Field Level Security

B. Master-Detail Relationships

C. Sharing Rules

D. Lookup Relationships

Answer: B (LEAVE A REPLY)

NEW QUESTION: 62
A sales manager would like a report of accounts with no closed/won opportunities in the last year. How can this requirement be met?
A. Create a custom report type for Accounts without Opportunities
B. Create a summary report using the Accounts report type with a formula field for opportunity count
C. Create a tabular report using the Account report type and add a cross filter using Opportunities
D. Create a Joined report using the Accounts report type and the Opportunities report types
Answer: (SHOW ANSWER)

NEW QUESTION: 63
A user at Universal Conta ners wants to load records Intc a custom object named Location drom a .csv file. While using Data Loader, they cannot find the Location object.
What are two reasons this is happening?
Choose 2 answers
A. Location has a master-detail field to Account.
B. Data Loader should only be used with standard objects.
C. The label of Location may have been changed.
D. The users orofile needs create access to Location.
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 64
How can a system administrator ensure that an Account Name is unique? * (1 Point)
A. Use the VLOOKUP operator in a validation rule for the account name
B. Make the account name field unique
C. Use an APEX Trigger
D. Use the HLOOKUP operator in a validation rule for the account name
Answer: (SHOW ANSWER)

NEW QUESTION: 65

Administrator has been tasked with creating a new custom field on the Account object called Government Der.
The compliance department has determined that this field contains sensitive Information and needs to be encrypted using Classic Encryption.
How will this impact users when reading, editing, or reporting on Accounts?
A. Users will need the View Encrypted Data permission to edit the field.
B. Encrypted fields can be added to a list view and rule filters.
C. Encrypted fields are unable to be used the report criteria or list views filters.
D. Users with the View Encrypted Data permission can see the field, regardless of Field-Level Security.
Answer: C ([LEAVE A REPLY])

NEW QUESTION: 66
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. Master-Detail
B. Lookup
C. Roll-up Summary
D. Formula
Answer: A ([LEAVE A REPLY])

NEW QUESTION: 67
If a system administrator has unchecked the "Enable Content Pack Creation" setting, what can users do with content packs?
A. Users can only edit description and title of existing content packs
B. Users can modify existing content packs.
C. Users cannot do anything to existing content pack
Answer: A ([LEAVE A REPLY])

NEW QUESTION: 68
Cloud Kicks has two record-triggered flows on the same object. One flow creates a child record when criteria are met. The second record-triggered flow is based on criteria to check if the child record exists and updates a field. The field on the child record that needs to be updated Is still null after the second record trigger.
What should the administrator do to resolve this issue?
A. Make a new record-triggered flow on the child object to update the field on the parent record.

B. Have the record-triggered flows fire on create or edit to update the field.
C. Combine the two flows into one with checks to see which part of the flow needs to be run.
D. flows into schedule flows and have them update the field.
Answer: C ([LEAVE A REPLY])
Flows are tools that automate business processes by collecting data and performing actions in your org or an external system. Flows can be triggered by various events such as record creation, updates, or invocations from other processes or flows. Flows can also have decision elements that evaluate conditions and determine which path to follow in the flow. By combining the two flows into one with decision elements, the administrator can ensure that the flow runs in the correct order and updates the field on the child record after it is created by the first flow. References: https://help.salesforce.com/s/articleView?id=sf.flow_concepts.
htm&type=5 https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_decision.htm&type=5

NEW QUESTION: 69
Your boss wants you to make a report that shows sales growth year over year, which logical command should you use?
A. prevGroupVal
B. Parentgroupval
C. priorval custom field + modifier
D. preVal
Answer: A ([LEAVE A REPLY])

NEW QUESTION: 70
Cloud Kicks has a Process Builder which should trigger upon a status change from on approval process. The Process Builder triggers if the status is updated manually, but not as a result or the approval process update.
What could the administrator do to troubleshoot the issue?
A. Check the Approval Process to make sure it is on the correct version.
B. Check the Reevaluate Workflow Rules After Field Change box on the Approval Process Field Update Action.
C. Turn Recursion the Process Builder under the Advanced Settings so the Process Builder fires again.
D. Change the value with a Specific New Field Value so the Process Builder knows what value to look for.
Answer: B ([LEAVE A REPLY])
Explanation
Check the Reevaluate Workflow Rules After Field Change box on the Approval Process Field Update Action is what the administrator should do to troubleshoot the issue. This

option allows the approval process field update to trigger any workflow rules or processes that are based on the updated field value. If this option is not checked, the approval process field update will not trigger any workflow rules or processes, and the Process Builder will not fire

NEW QUESTION: 71
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. Look up relationship
B. Hierarchical relationship
C. Master detail relationship
D. Sibling relationship
Answer: (SHOW ANSWER)

NEW QUESTION: 72
After delegated administration is granted for a custom object, what action can the delegated administrator complete? Choose 2 answers
A. Change organization-wide sharing rules for the object
B. Change the relationship with other object
C. Add a custom picklist field to the object
D. Create a custom tab for the object
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 73
Cloud Kicks wants to implement multi-factor authentication (MFA) to help better secure its Salesforce org.
Which two options should the administrator consider to use MFA?
Choose 2 answers
A. An Authentication App
B. A Username and Password
C. A Security Token
D. An Encryption Key
Answer: A,B (LEAVE A REPLY)
An authentication app is a mobile app that generates verification codes for logging in to Salesforce or other services that require multi-factor authentication (MFA). A username and password are also required for logging in to Salesforce, but they are not sufficient for MFA.
References:
https://help.salesforce.com/s/articleView?id=sf.identity_auth_apps.htm&type=5

NEW QUESTION: 74

AW Computing it running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.
What should the administrator recommend for these requirements?

A. Remove the approval process.

B. Implement CPQ.

C. Create a separate price book.

D. Enable Subscriptions.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 75

What happens when an admin creates a custom tab for a custom object (3)

A. users can search for records of the custom object

B. a custom app containing the custom tab is automatically created

C. new records of the custom object can only be accessed from the related list on the parent record

D. the custom object has a home page

E. new records of the custom object can be created from the sidebar

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

NEW QUESTION: 76

How are the detail records shared in a master-detail relationship?
Select one:

A. They have their own OWD sharing settings.

B. They inherit the sharing settings of their master (parent) record.

C. With Field Level Security settings.

D. With Permission Sets.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 77

The administrator at universal containers has been asked to track training classes taken by employees. Employees may take several classes. The employee and class objects have already been created. How should the administrator relate the two objects?
A. Create a master detail relationship with class as the master object.
B. Create a lookup relationship on both the employee and class objects
C. Create a lookup relationship with employee as the master object
D. Create a junction object with both employee and class as master objects
Answer: (SHOW ANSWER)

NEW QUESTION: 78
Cloud Kicks has a Process Builder which should trigger upon a status change from on approval process. The Process Builder triggers if the status is updated manually, but not as a result or the approval process update.
What could the administrator do to troubleshoot the issue?
A. Check the Approval Process to make sure it is on the correct version.
B. Check the Reevaluate Workflow Rules After Field Change box on the Approval Process Field Update Action.
C. Turn Recursion the Process Builder under the Advanced Settings so the Process Builder fires again.
D. Change the value with a Specific New Field Value so the Process Builder knows what value to look for.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 79
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 Twitter to view recent tweets posted by a contact
B. Use the Company's salesforce Facebook account
C. Use Linked in to import educational background
D. Use Facebook to import educational background
Answer: (SHOW ANSWER)

NEW QUESTION: 80
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: 81
A user at Universal Containers wants to load records Into a custom object named Location from a .csv file.
While using Data Loader, they cannot find the Location object.
What are two reasons this is happening?
Choose 2 answers
A. The label of Location may have been changed.
B. Data Loader should only be used with standard objects.
C. Location has a master-detail field to Account.
D. The users profile needs create access to Location.
Answer: A,D (LEAVE A REPLY)
Two reasons why the user cannot find the Location object while using Data Loader are:
* The label of Location may have been changed. The label of an object is the name that is displayed in the user interface and can be different from the API name that is used by Data Loader and other tools. If the label of Location has been changed to something else, such as Site or Venue, then the user may not be able to find it by searching for Location in Data Loader. The user should check the API name of the object in Object Manager or use the Describe Global operation in Data Loader to see all available objects and their labels.
* The user's profile needs create access to Location. The user's profile determines what objects and fields they can access and what actions they can perform on them, such as creating, reading, updating, or
* deleting records. If the user's profile does not have create access to Location, then they will not be able to load records into that object using Data Loader. The user should check their profile permissions in Setup or ask their administrator to grant them create access to Location.
The other two options are incorrect because:
* Data Loader should only be used with standard objects is not a reason because Data Loader can be used with both standard and custom objects, as long as they are accessible and queryable via the API.
* Location has a master-detail field to Account is not a reason because having a master-detail field does not prevent an object from being available in Data Loader, as long as it meets the other requirements such as accessibility and queryability.
References: https://help.salesforce.com/s/articleView?id=sf.data_loader.htm&type=5

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

NEW QUESTION: 82

A user at Universal Containers wants to load records Into a custom object named Location from a .csv file.
While using Data Loader, they cannot find the Location object.
What are two reasons this is happening?
Choose 2 answers

A. The label of Location may have been changed.
B. Data Loader should only be used with standard objects.
C. Location has a master-detail field to Account.
D. The users profile needs create access to Location.

Answer: A,D (LEAVE A REPLY)

Explanation
Two reasons why the user cannot find the Location object while using Data Loader are:
The label of Location may have been changed. The label of an object is the name that is displayed in the user interface and can be different from the API name that is used by Data Loader and other tools. If the label of Location has been changed to something else, such as Site or Venue, then the user may not be able to find it by searching for Location in Data Loader. The user should check the API name of the object in Object Manager or use the Describe Global operation in Data Loader to see all available objects and their labels.
The user's profile needs create access to Location. The user's profile determines what objects and fields they can access and what actions they can perform on them, such as creating, reading, updating, or deleting records. If the user's profile does not have create access to Location, then they will not be able to load records into that object using Data Loader. The user should check their profile permissions in Setup or ask their administrator to grant them create access to Location.
The other two options are incorrect because:
Data Loader should only be used with standard objects is not a reason because Data Loader can be used with both standard and custom objects, as long as they are accessible and queryable via the API.
Location has a master-detail field to Account is not a reason because having a master-detail field does not prevent an object from being available in Data Loader, as long as it meets the other requirements such as accessibility and queryability.
References: https://help.salesforce.com/s/articleView?id=sf.data_loader.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.data_loader_describe_global.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.admin_object_permissions

NEW QUESTION: 83

Which actions can you add to a milestone? (Choose three)

A. Violation actions
B. Repeat actions
C. Warning actions
D. Success actions
Answer: (SHOW ANSWER)

NEW QUESTION: 84
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. There is System Error
B. Approval Process is not enabled for them
C. There is no Manager for User
Answer: C (LEAVE A REPLY)

NEW QUESTION: 85
SFB Industries have started to make use of Collaborative Forecasts & Quotas. How can the Administrators upload Quota data into Salesforce? (Select 2)
A. Use the Quota uploader under setup
B. Add Quotas manually on the Quota Object
C. Add Quotas with the API
D. Add Quotas with the Data Loader
Answer: (SHOW ANSWER)

NEW QUESTION: 86
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: (SHOW ANSWER)
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. References:
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: 87
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. Edit all opportunities associated with accounts in the territory, regardless of who owns the opportunities.
B. View edit transfer and delete accounts assigned to the territory, regardless of who owns the accounts.
C. View 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. Transfer and delete opportunities assigned to the territory, regardless of who owns the opportunities
Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 88
How would you configure a profile to find duplicate records? * (1 Point)
A. read,edit
B. merge
C. view all
D. Delete
Answer: C (LEAVE A REPLY)

NEW QUESTION: 89
Which statement is true about change sets? Choose 3 answers
A. When a component is added to a change set, as dependent components will get added

B. There is a feature that allows the user to validate a change set before deploying it
C. To use change sets, at least one inbound and one outbound connection must exist
D. When custom fields are added to change set, field-level security is automatically included
E. When a change set is deployed to production, all Apex tests will automatically be run
Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 90
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.
References: 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: 91
Cloud Kicks would like to reassign ownership of all leads that are open and more than 60 days old. The system administrator has written an assignment rule to distribute these leads to the correct owners or queues.
Which two tools should the administrator use to update the owner of these leads?
Choose 2 answers
A. Import Wizard
B. Mass Update
C. Bulk API
D. Dataloader.io
Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 92

An administrator has found a free app on the AppExchanged and would like to install it. Which three items should the administrator take to consideration before installed he managed package?

Choose 3 answers

A. Custom objects and custom fields used by the app count against the org's limits.

B. Managed apps do not undergo a formal security review by Salesforce.

C. Apps may require certain Salesforce editions or features to be enabled.

D. Apps may require external, third-party web services to function properly.

E. Apps must be installed in production before the app can be installed in a sandbox.

Answer: (SHOW ANSWER)

Explanation

A managed package is a type of app that can be installed from the AppExchange. Managed packages are typically created by ISV partners or developers who want to distribute and sell applications that are upgradeable and have intellectual property protection. Before installing a managed package, an administrator should consider the following:

A) Custom objects and custom fields used by the app count against the org's limits.

Managed packages may include custom objects and custom fields that are used by the app. These custom objects and custom fields count against the org's limits and may affect the performance or functionality of the org. Administrators should review the components and requirements of the app before installing it and make sure they have enough space and resources for the app. References:

https://help.salesforce.com/s/articleView?id=sf.packaging_limits.htm&type=5 C) Apps may require certain Salesforce editions or features to be enabled.

Managed packages may require certain Salesforce editions or features to be enabled in order to work properly.

For example, some apps may require Lightning Experience, API access, custom permissions, or specific user licenses. Administrators should check the app's description and documentation before installing it and make sure they meet the prerequisites for the app. References:

https://help.salesforce.com/s/articleView?id=sf.packaging_install.htm&type=5 D) Apps may require external, third-party web services to function properly.

Managed packages may require external, third-party web services to function properly. For example, some apps may integrate with other platforms or systems such as Google Maps, PayPal, or Twilio. Administrators should check the app's description and documentation

before installing it and make sure they understand the implications and costs of using external web services. References:
https://help.salesforce.com/s/articleView?id=sf.packaging_install.htm&type=5

NEW QUESTION: 93

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

A. Make a new record-triggered flow on the child object to update the field on the parent record.
B. Have the record-triggered flows fire on create or edit to update the field.
C. Combine the two flows into one with checks to see which part of the flow needs to be run.
D. flows into schedule flows and have them update the field.

Answer: C (LEAVE A REPLY)

Flows are tools that automate business processes by collecting data and performing actions in your org or an external system. Flows can be triggered by various events such as record creation, updates, or invocations from other processes or flows. Flows can also have decision elements that evaluate conditions and determine which path to follow in the flow. By combining the two flows into one with decision elements, the administrator can ensure that the flow runs in the correct order and updates the field on the child record after it is created by the first flow. References:
https://help.salesforce.com/s/articleView?id=sf.flow_concepts.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_decision.htm&type=5

NEW QUESTION: 94

Universal Containers wants to ensure that when an opportunity stage is Closed Lost the reason is captured in a custom Reason Lost field before the record can be saved.
Which approach can be taken to meet this requirement?

A. Create a trigger that requires Reason Lost to be populated once the opportunity stage is Closed Lost
B. Create a page layout for Closed Lost opportunities and make Reason Lost a required field
C. Create a validation rule that requires Reason Lost to be populated once the opportunity stage is Closed Lost
D. Create a workflow rule that fires on the Closed Lost stage and populates the Reason Lost field

Answer: C (LEAVE A REPLY)

NEW QUESTION: 95

If an administrator uses the data loader to transfer ownership of account records, what will be the result?

Choose 2 answers

A. All manual sharing is removed from the records that are transferred

B. All new owners are automatically notified of their new account ownership

C. All ownership based sharing rules for the records are recalculated

D. All account teams are removed from the records that are transferred

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 96

How should an administrator ensure the appropriate number of digits are entered Into the custom encrypted field created to capture credit card numbers on the Opportunity object?

A. Use the credit card number mask type.

B. Define the number of mask characters.

C. Enter the number of digits at the field level.

D. Create a validation rule to ensure the length.

Answer: D (LEAVE A REPLY)

A validation rule is a formula that validates the data entered by a user and prevents the record from being saved if the data does not meet certain criteria. In this case, the administrator can create a validation rule to ensure that the custom encrypted field for credit card numbers has exactly 16 digits. The other options are not applicable for encrypted fields. References:

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

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

NEW QUESTION: 97

What are two capabilities of Enterprise Territory Management?

Choose 2 answers.

A. The ability to use 20 territories assignment rules per model

B. Territory hierarchy replaces the role hierarchy for sharing

C. Prioritize territories to indicate highest priority or lowest priority

D. The ability to use filter-based opportunity criteria to expand assignment rules

Answer: (SHOW ANSWER)

NEW QUESTION: 98

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

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

A. Escalation Rules
B. Knowledge Component
C. Omni-Channel
D. Macros
Answer: (SHOW ANSWER)

NEW QUESTION: 99
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: 100

A change set that has already been submitted for deployment is missing a component. What can you do in order to correct the issue?

A. Deploy the change set and then submit another change set for deployment

B. Edit the change set, deactivate it and then add the missing component

C. Clone the change set. edit the components and deploy it

D. Create another change set containing all components and deploy it

Answer: C (LEAVE A REPLY)

NEW QUESTION: 101

A Manager needs a report created based on the following requirements: All accounts with opportunities Closed-Won. All accounts with Closed Cases. What can you do as a system administrator?

A. Create a custom report type

B. Use Bucket field in Summary

C. Use Bucket Field in Tabular Report

D. Create a joined report

Answer: (SHOW ANSWER)

NEW QUESTION: 102

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. Create a custom Forecasting object to inform the finance team on the status of deals.

C. Set up collaborative forecasting to view quota against the open pipeline.

D. Show the finance team how to use the Opportunity Kanban List View.

Answer: (SHOW ANSWER)

NEW QUESTION: 103

Which feature should the administrator consider that allows for this?

A. Delegated administration for the Position object

B. Field accessibility set to editable for the picklists for the Position object.

C. A permission set containing the modify all data permission for the Position object.

D. Screen Flow using custom metadata types

Answer: A (LEAVE A REPLY)

NEW QUESTION: 104

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? * (1 Point)
A. Read and Edit
B. Delete
C. Merge
D. View All
Answer: D (LEAVE A REPLY)

NEW QUESTION: 105
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. Change the organization-wide default setting to View Only.
C. Leave the organization-wide default setting, but change the Sales Reps' access rights.
D. Change the Sales Reps' access rights to Use.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 106
How is Salesforce Knowledge enabled for users that need access to article management?
A. Contact Salesforce Support
B. Use the Knowledge checkbox on a profile to enable to feature license
C. Add users that need access to Knowledge inside the App
D. Use the Knowledge checkbox on a user record to enable the feature license
Answer: D (LEAVE A REPLY)

NEW QUESTION: 107
Universal Container is implementing a new business process. As of now, sales reps needs to manually look up a user's contract whenever setting up a service. What is recommended?
A. Setup Entitlements with Service Contract and Line Items
B. Setup an entitlement with Service Contract

C. Create a workflow rule
D. Use a validation to make sure that the contract field is filled out
Answer: B (LEAVE A REPLY)

NEW QUESTION: 108
Universal Containers wants to allow its customers to submit support requests across multiple channels.
In which two ways can this be accomplished with Salesforce? (Choose two.)
A. Expose the case feeds option on the company's website
B. Offer a Chat button on the company website
C. Enable Chatter Questions in the company's Customer Community
D. Enable the Service Cloud Console app on the company website
Answer: (SHOW ANSWER)
Explanation

NEW QUESTION: 109
The administrator at Cloud Kicks has been requested to provide access to the Leads object to a contractor. The contractor currently has a profile that has access to a project management app within Salesforce. The contractor should only have View access to all of the Lead records.
What should the administrator handle this request?
A. Assign a permission set that has View All on Leads.
B. Assign the contractor a public group with Lead access.
C. Add an app with the Leads tab to the user's profile.
D. Create a profile with Read Only for all Leads.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 110
Universal Containers wants to allow its customers to submit support requests across multiple channels. How can this be accomplished with Salesforce? Choose 2 answers
A. Enable Chatter Answers in the company's Customer Community
B. Offer a Live Agent chat button on the company website
C. Expose the case feeds option on the company's website
D. Enable the Service Cloud console app on the company website
Answer: A (LEAVE A REPLY)

NEW QUESTION: 111
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: (SHOW ANSWER)

NEW QUESTION: 112
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: 113
Analyze the number of open cases for each week this year (1)
A. bucket field
B. cross filter
C. custom report type
D. PREVGROUPVAL function
E. dashboard filter
F. reporting snapshot
G. joined report
Answer: F (LEAVE A REPLY)

NEW QUESTION: 114
Universal Containers needs to create price books for sales representatives in multiple regions. How can the administrator meet this requirement?
A. Delete the products that are not needed by a region from the standard price book
B. Delete the standard price book and create a new price book for each region
C. Clone the standard price book and create a new price book for each region
D. Add new price book entries to the standard price book for each region
Answer: C (LEAVE A REPLY)

NEW QUESTION: 115

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. Assign a permission set to give them access to the new object.
B. Check the Field-Level Security of the new custom object's Name field.
C. Ensure Allow Sharing is checked on the custom object.
D. Confirm the object us marked as deployed and not in development.

Answer: D (LEAVE A REPLY)

When creating a new custom object, administrators can choose to mark it as deployed or in development. If an object is marked as in development, it is not visible to users or available in tools such as Data Loader, even if they have access to it through their profile or permission set. To make the object available for data import, the administrator needs to mark it as deployed. References:
https://help.salesforce.com/s/articleView?id=sf.customize_deployment_status.htm&type=5

NEW QUESTION: 116

The sale VP notices several sales reps generating a contract too early in the sales stage.
The help correct this Behavior, the has requested the Create Contract button only be available when the opportunity reach... negotiation stage.
How should the administrator meet this requirement?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 117

Ursa Major Solar has a junction object that connects Docs with Solar Panels. The administrator needs users to be able to see all the solar panels that a Dot is related to.
Users already have access to the Bot and the Junction, but not the Solar Panel object.
What access docs the user need to be able to see the solar panel records?

A. Read permission is required on both master records.
B. Access permission Is not required on either master record.
C. Create permission Is required on both master records.
D. Read permission is required on at least are master record.

Answer: (SHOW ANSWER)

Read permission is required on at least one master record to be able to see the solar panel records. Since Item is a junction object between Doc and Solar Panel, users need to have access to either Doc or Solar Panel to see Item records. If users have access to both Doc

and Solar Panel, they can see all Item records related to either object. References:
https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.
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
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. Roll-up Summary calculations will prevent a Mow from being triggered.
B. Rows can only be triggered from the records created on standard objects.
C. Roll-up Summary calculations run after processes and workflows.
D. Only standard objects can be used with Roll-up Summary fields.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 120
An administrator is moving sandbox customizations to production using a change set. Alter creating the initial change set, the administrator realizes that some components were missed.
What three considerations should the Admin make regarding the change set?
Choose 3 answers.
A. Add permissions and access settings to the outbound change set.
B. Clone the change set to add dependent components to an uploaded change set.

C. Edit the uploaded change set to add the additional components.
D. Use a new change set co deploy metadata and data from the sandbox to production.
E. Deploy all dependent components.
Answer: (SHOW ANSWER)

NEW QUESTION: 121
Which two should an administrator consider when setting up Salesforce CRM Content ?
Choose 2 answers.
A. A validation rule can ensure a description is required for all contributed content.
B. An approval process can ensure that all product-related content is reviewed.
C. The library type determines the size of files that can be contributed to content.
D. The content type determines which fields appear on the Content Detail page layout.
Answer: (SHOW ANSWER)

NEW QUESTION: 122
What are the system prerequisites for Territory Management? Choose 2
A. Marketing Users enabled
B. Sales Teams Set up
C. Customizable Forecasting Enabled
D. Sandbox enabled
Answer: (SHOW ANSWER)

NEW QUESTION: 123
Universal containers set Job applicants to have the Position that they have applied for as a required field. Also, Position can have multiple Job applicants. If the Position is to be deleted, all Job applicants that are related to it should not be deleted. What type of relationship do Job applicants have with Position?
A. Make a many to many relationship using a junction object
B. Create a custom object between Position and Applicant with lookup field to the junction
C. Create a master-detail relationship with Position as the master
D. Create a lookup relationship with Position as the parent

Answer: (SHOW ANSWER)

NEW QUESTION: 124

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: (SHOW ANSWER)

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: 125

Which two ways can an administrator review the page performance for a Lightning record page?

Choose 2 answers

A. Pages Menu

B. Activation Button

C. Lightning Usage App

D. Analyze Button

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 126

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)

Explanation

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: 127

Your organization-wide defaults for Price Books are set to No Access, What should you do to enable your Sales Reps to view the South America Price Book and add Products in this Price Book to Opportunities?

A. Set the organization-wide defaults to Use, then manually change all non Sales Reps' access to No Access.

B. Set the organization-wide defaults for all Sales Reps to Use

C. Grant specific Use access rights to Sales Reps for the South America Price Book.

D. Change all Custom Price Books' access for Sales Reps to Use.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 128

Universal Containers uses a custom object to track customer complaints. The company wants to have a field on the custom object where they can include a reference to another complaint.

Which type of relationship can be used to accomplish this?

A. Master-detail
B. Lookup
C. Junction
D. Hierarchical
Answer: B (LEAVE A REPLY)

NEW QUESTION: 129
Cloud Kicks (CK) has a filed called Shoe Type Preference, CK,s product team wants to see a report that groups specific picklist values together into the one of two lists.
What functionality should the administrator use to fulfill the team's request?
A. Summary Formula
B. Bucket field
C. Matrix Report
D. PREVGROUPVALUE
Answer: B (LEAVE A REPLY)

NEW QUESTION: 130
The support operations team has noticed some Invalid data In the custom Primary issue picklist field on case records. They are unsure of what the issue is since the field is being updated by an automated procedure and there Is a validation rule to ensure clean data on case records.
Why arc records being updated with data that violates the validation rule?
A. The data change Is triggered by an update record Flow element.
B. The field is being updated by a workflow field update.
C. The field is being updated by an Apex before trigger.
D. The user has the Modify All Data permission on the object.
Answer: B (LEAVE A REPLY)
Explanation
The field is being updated by a workflow field update is why records are being updated with data that violates the validation rule. A workflow field update is a way to automatically change the value of a field when a workflow rule evaluates to true. A workflow field update can bypass validation rules and other security controls when updating a field value, which can result in invalid data being stored in the record.

NEW QUESTION: 131
What sums up to the Manager on both the Collaborative and Customizable Forecasting?
A. Opportunity Amount
B. Quota Amount
C. Expected Revenue
D. Product Quantity
Answer: A (LEAVE A REPLY)

NEW QUESTION: 132

What is the correct order of steps to follow when working with inbound change sets?

A. Validate, Deploy, Monitor

B. Deploy, Monitor, Validate

C. Monitor, Deploy, Validate

D. Deploy, validate, Monitor

Answer: (SHOW ANSWER)

NEW QUESTION: 133

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

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

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

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

Answer: A (LEAVE A REPLY)

Explanation

The flow debug option is a tool that allows you to test and troubleshoot your flow by running it in debug mode and inspecting the values of variables and resources at each step. You can also set the debug mode to run as another user and see how the flow behaves for different users with different permissions and settings. In this case, using the flow debug option and setting the selection to run as another user can help identify why one user is experiencing a flow error while others are not. References:

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

NEW QUESTION: 134

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. Data Loader

B. Date Xmport Wizard

C. Bulk API

D. Apex

Answer: B (LEAVE A REPLY)

NEW QUESTION: 135

Select power users want the ability to make configuration changes to a specific custom object.

What tool should the administrator assign to the power users to enable this?
A. View Setup and Configuration
B. Delegated Administration
C. Sharing Rule
D. Modify All Data
Answer: (SHOW ANSWER)
Delegated Administration is a feature that allows administrators to delegate some administrative tasks to other users without giving them full access to Setup. Delegated administrators can manage users and assign permissions for specific custom objects, tabs, apps, and fields. This can help reduce the workload of the system administrator and empower power users to make configuration changes to a specific custom object

NEW QUESTION: 136
System admin wants to give "view all data" to users who have different profiles and differents roles ? how can he do this?
A. Set owd to read/write
B. Delegate admin to the users
C. Give view all data on that object
D. Permission set to those users
Answer: (SHOW ANSWER)

NEW QUESTION: 137
What should an administrator do to keep secure fields protected in email templates'?
A. Implement GDPR.
B. Set up an approval process for email alerts.
C. Remove the fields from the email.
D. Use classic encrypted fields.
Answer: C (LEAVE A REPLY)
To ensure that secure fields remain protected in email templates, administrators should remove the fields from the email. Email templates can expose sensitive information if they

contain fields with secure data. By excluding these fields, administrators can prevent unauthorized access to sensitive information through email communication.
* Removing Secure Fields from Email Templates:
* When creating or updating email templates, administrators should carefully assess the fields included and remove any that contain sensitive information, such as encrypted fields or fields that contain Personal Identifiable Information (PII).
* This approach ensures that secure information is not unintentionally shared via email, aligning with best practices for data security and minimizing exposure risks.
* Implications of Including Secure Data in Emails:
* Secure fields, particularly those that contain sensitive or confidential information, should be restricted from emails to avoid potential data breaches.
* Email communication often lacks the same security controls as the Salesforce platform, making it essential to limit the sharing of sensitive data.
Incorrect options:
* Implement GDPR: While GDPR compliance ensures proper data handling practices, it does not directly prevent secure fields from being included in emails.
* Set up an approval process for email alerts: An approval process can control the sending of email alerts but does not inherently protect secure fields within the email content.
* Use classic encrypted fields: Encrypted fields add a layer of security for data at rest within Salesforce but do not provide specific protections for data included in email templates. Moreover, encrypted fields cannot be referenced in email templates.
In conclusion, the most effective way to ensure that secure fields are not exposed through email templates is to remove these fields from the template altogether, avoiding the inclusion of sensitive data in email communications.

NEW QUESTION: 138
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)
Explanation
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: 139
Universal containers is making some territory changes. In preparation for this the current lead owners have been asked to clean their lead data.
validation rules have been created to ensure that the data cleanup has
occurred. the administrator is ready to transfer leads to the new owners.
which feature can be used to transfer the records and also ensure that the validation rules are triggered? choose2
A. use the change owner link on the detail record to transfer ownership one lead at a time
B. use the data loader to transfer ownership of all leads involved in the territory changes.
C. use the mass transfer - transfer leads feature to transfer ownership of multiple leads
D. use the change owner list button from a list view to transfer multipleleads at one time.
Answer: (SHOW ANSWER)

NEW QUESTION: 140
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: (SHOW ANSWER)
To help with this issue, the administrator can do the following options:
* Move some page components behind a tab. This will reduce the number of components that load initially and improve performance.
* Remove some of the fields displayed. This will reduce the amount of data that needs to be retrieved and rendered on the page.
* Reduce the number of related lists displayed. This will also reduce the amount of data that needs to be retrieved and rendered on the page. References:
https://help.salesforce.com/s/articleView?
id=sf.lex_performance_considerations.htm&type=5

NEW QUESTION: 141

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

Choose 3 answers

A. Pre-populate article search filters based on the values of case fields.

B. Create data categories and assign articles to each category.

C. Enable feed tracking on all relevant article types.

D. Define synonyms for common search terms.

E. Create a record type for each data category.

Answer: (SHOW ANSWER)

NEW QUESTION: 142

Sales leaders at Ursa Major Solar would like to be able to calculate forecasts based on megawatts.

How can the administrator create forecast types based on a megawatts measurement?

A. Create a custom formula field.

B. Create a custom number field.

C. Customize a standard field.

D. Use a standard currency field.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 143

Users at AW Computing use a custom object to manage order*. All profiles share a single page layout.

Customer Service and Sales users express frustration overseeing actions that-do not always apply to their situation on the page layout.

What should an administrator recommend?

A. Use Dynamic Actions and conditional visibility to show the appropriate actions to the applicable users.

B. Create separate record types for the Customer Service and Sales users' records.

C. Configure two separate permission sets and assign the appropriate permissions to each user.

D. Make two separate Lightning record pages and assign them to the applicable profiles.

Answer: A (LEAVE A REPLY)

Explanation

Dynamic actions are actions that appear on Lightning record pages based on criteria such as field values or user profiles. Dynamic actions allow administrators to customize which actions are available for users on different record types or page layouts without creating multiple page layouts for each scenario. By using dynamic actions and conditional visibility for accounts at AW Computing, administrators can show only relevant actions for customer service and sales users based on their situation. References:

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

NEW QUESTION: 144

A sales manager would like a report of accounts with no closed/won opportunities in the last year. How can this requirement be met?

A. Create a customer report type for Accounts without Opportunities.

B. Create a tabular report using the Account report type and add a cross filter using Opportunities.

C. Create a summary report using the Accounts report type with a formula field for opportunity count.

D. Create a joined report using the Accounts report type and the Opportunities report types.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 145

Dream house Realty has created a custom object to track its Open Houses with a master-detail relationship up to a custom object for Properties. Agents need to quickly calculate the number of Open House records in a status or Pending so they can see the value from the Property record.

What feature should the administrator implement?

A. Lightning Component

B. Formula Fields

C. Roll-Up Summary

D. visualforce Page

Answer: (SHOW ANSWER)

A roll-up summary field is used to display a value in a master record based on the values of a set of related detail records. In this case, the administrator can create a roll-up summary field on the Properties object that counts the number of Open House records in a Pending status. References: https://help.salesforce.com/s
/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5

NEW QUESTION: 146

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: 147
The sale VP notices several sales reps generating a contract too early in the sales stage.
The help correct....
Behavior, the has requested the Create Contract button only be available when the opportunity reach...
negotiation stage.
How should the administrator meet this requirement?
A. Create a validation rule.
B. Create a custom permission.
C. Modify page layout.
D. Configure dynamic action.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 148
Which two deployment tools should be used to deploy metadata from a Developer Edition organization to another organization?
Choose 2 answers
A. Ant Migration Tool
B. Data Loader
C. Salesforce Extensions for Visual Studio Code
D. Change sets
Answer: (SHOW ANSWER)

NEW QUESTION: 149
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 all lookup fields in all records contain a value
B. Make sure that the lookup field has a related record
C. Make sure that the lookup value is set to Required
Answer: (SHOW ANSWER)

NEW QUESTION: 150
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. Einstein Lead Scoring is available on encrypted fields.
B. Encrypted f elcz art j-ab e to be referenced in flows.
C. Paused flows can cause data to be saved in an unencrypted state.
D. Shield Platform Encryption can be used with custom metadata types.
Answer: (SHOW ANSWER)

NEW QUESTION: 151
Users at AW Computing use a custom object to manage order*. All profiles share a single page layout. Customer Service and Sales users express frustration overseeing actions that-do not always apply to their situation on the page layout.
What should an administrator recommend?
A. Make two separate Lightning record pages and assign them to the applicable profiles.
B. Create separate record types for the Customer Service and Sales users' records.
C. Configure two separate permission sets and assign the appropriate permissions to each user.
D. Use Dynamic Actions and conditional visibility to show the appropriate actions to the applicable users.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 152
In "Setup | Salesforce CRM Content | Settings" , what will happen if you uncheck "Enable content pack creation" ? Choose 5
A. You can Change Language
B. You can clone existing "Content Pack"
C. You can change description of "Content Pack"
D. You can create New "Content Pack"
E. Edit documents inside existing Content Pack
F. You can change Title of "Content Pack"
G. You can add , Edit Tags
H. You can delete "Content Pack"
Answer: A,C,F,G,H (LEAVE A REPLY)

NEW QUESTION: 153
Which value rolls up the hierarchy to the manager for both Customizable and Collaborative Forecasts? Choose
2 answers
A. Quota amount
B. Expected revenue
C. Product quantity
D. Opportunity amount
Answer: D (LEAVE A REPLY)

NEW QUESTION: 154
UC has engaged a developer to create a custom Apex Rest service that is used by external systems to manipulate data in salesforce.
which two methods can the administrator use to grant permission to use the Apex Rest service to the users of the external systems? choose 2 answers
A. Update the profile for the external systems to include access to the Remote site settings that correspond to the apex Rest services.
B. Create a permission set that grants the API enabled administrative permission, and assign it to the users for the external systems.
C. Create a Connected App and a new permission set to grant access to the Apex Rest services. Assign the permission set to the users for the external systems.
D. create a permission set that grants access to the apex classes and grants the use apex Rest services permission and assign it to the users for the external
Answer: A,C (LEAVE A REPLY)
systems.

NEW QUESTION: 155
what type of data can be migrated between environments using change sets? choose 2
A. Account team roles.
B. Custom fields(100%)
C. standard field picklist values.
D. Email templates.(100%)
Answer: (SHOW ANSWER)

NEW QUESTION: 156
A user needs to copy existing products from a pricebook. What should be taken into consideration when cloning products or pricebooks?
A. Pricebooks cannot be cloned when the user has access on products and pricebooks
B. Customer should be able to create a pricebook if they have access to pricelist
C. Enable manage pricebooks

D. Pricebook must be enabled first before user can use the the pricelist
E. Pricebooks cannot be cloned when the user has no access on products and pricebooks
Answer: E (LEAVE A REPLY)

NEW QUESTION: 157
Select power users want the ability to make configuration changes to a specific custom object.
What tool should the administrator assign to the power users to enable this?
A. View Setup and Configuration
B. Delegated Administration
C. Sharing Rule
D. Modify All Data
Answer: B (LEAVE A REPLY)
Explanation
Delegated Administration is a feature that allows administrators to delegate some administrative tasks to other users without giving them full access to Setup. Delegated administrators can manage users and assign permissions for specific custom objects, tabs, apps, and fields. This can help reduce the workload of the system administrator and empower power users to make configuration changes to a specific custom object

NEW QUESTION: 158
Universal Containers uses Enterprise Territory Management to assist with the assignment of records. Each territory has only one user assigned. A sales rep converts a lead to an opportunity and the lead owner belongs to the same territory as an account that the opportunity was converted to.
What ts the expected assignment of the opportunity?
A. The opportunity is assigned to the forecast manager of the territory.
B. A The opportunity is assigned to the same territory as the account, and the opportunity owner is the sole member of the territory.
C. The opportunity is assigned to the same territory as the account,, and the lead owner becomes the opportunity owner. The lead owner is added as an inactive member of the territory,
D. The opportunity is assigned to the same territory as the account, and the lead owner becomes the opportunity owner.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 159
The VP of Marketing is launching campaigns in each region to target accounts that do not have open opportunities. What reporting solution can an administrator set up to assist with this?
A. Cross Filter

B. Reporting snapshot
C. Standard Filter
D. Joined report
Answer: A (LEAVE A REPLY)

NEW QUESTION: 160
Universal Containers has a Positions object that represents job Positions and aApplications 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 therequirements?
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 Job Application with Position report type.
D. Use the standard Position without job Application report type.
Answer: (SHOW ANSWER)

NEW QUESTION: 161
Cloud Kicks wants to implement multi-factor authentication (MFA) to help better secure its Salesforce org.
Which two options should the administrator consider to use MFA?
Choose 2 answers
A. An Authentication App
B. A Username and Password
C. A Security Token
D. An Encryption Key
Answer: A,B (LEAVE A REPLY)
Explanation
An authentication app is a mobile app that generates verification codes for logging in to Salesforce or other services that require multi-factor authentication (MFA). A username and password are also required for logging in to Salesforce, but they are not sufficient for MFA.
References:
https://help.salesforce.com/s/articleView?id=sf.identity_auth_apps.htm&type=5

NEW QUESTION: 162
An administrator recently Implemented multi-factor authentication (MFA) with a standard security level selectee. They are receiving cases that users are unable to log in.
What should me administrator do to troubleshoot?
A. Temporarily disable MFA.
B. Change MF-A to High Assurance.
C. Reset the user passwords and ask them to try again.

D. Check the session security level required at login on the user profile.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 163
Universal Containers wants customers who buy the Freight Container product to be baled in monthly installments. How can an administrator meet this requirement?
A. Create custom fields on the product
B. Create a default revenue schedule on the product
C. Create a default quantity schedule on the product
D. Create a workflow rule on the product
Answer: (SHOW ANSWER)

NEW QUESTION: 164
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)
Setting a debug log on the Automated Process entity allows capturing information about platform events that are published or subscribed by flows or processes. This can help debug issues related to platform events and flows.

NEW QUESTION: 165
Universal Containers has a Private sharing model for Accounts and Opportunities. A new team is being created from within the sales team that will be assigned all renewal opportunities. These users will need to see all closed won opportunities while keeping the account private.
How should the administrator meet this requirement?
A. Create a public group for the renewals team and create a criteria based sharing rule on Opportunities.
B. Update the organization-wide default on Opportunities to Public Read Only and add them to the opportunities team.
C. Create a new profile for the renewals team with View All permission enabled on Accounts and Opportunities.
D. Create a permission set with View All enabled on Accounts and assign it to the new users.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 166

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

Which two options should the administrator consider to use MFA?

Choose 2 answers

A. An Authentication App

B. A Username and Password

C. A Security Token

D. An Encryption Key

Answer: (SHOW ANSWER)

NEW QUESTION: 167

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. Salesforce Platform Encryption

B. Export Data Settings

C. Salesforce Shield

D. Muted Permission Sets

Answer: (SHOW ANSWER)

Explanation

Export Data Settings is a feature that allows you to control which users can export data from Salesforce and how much data they can export at a time. You can enable or disable the Export Reports permission for different profiles or permission sets, and set a maximum number of records that can be exported per hour for your org. You can also restrict the export of sensitive data by using field-level security or encryption.

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

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

NEW QUESTION: 168

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: C ([LEAVE A REPLY]())

Explanation

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: 169

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

A. Require a field on page layout

B. Create a validation rule on article

C. Create different article type for different requirements

D. Use field dependencies on article types

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

NEW QUESTION: 170

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

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

A. Record Types

B. Custom Lightning Component

C. Page Layout

D. Record Detail Component

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

NEW QUESTION: 171
When the delete permission is selected in a muting permission set, which other permission is automatically muted?
A. View Al Data
B. New Al Records
C. Modify All Data
D. Modify All Records
Answer: (SHOW ANSWER)

NEW QUESTION: 172
Google Docs can be added to Salesforce CRM Content?
A. True
B. False
Answer: A (LEAVE A REPLY)

NEW QUESTION: 173
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 field on the account. Use an Apex trigger to update the field when contacts are added or deleted
C. Create a roll-up summary field that counts the number of contacts and displays the count on the account
D. Create a custom formula field on the account using the count() function to count the number of related contacts
Answer: B (LEAVE A REPLY)

NEW QUESTION: 174
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 a workflow rule to update the field when contacts are added or deleted.
B. Create a custom field on the account. Use an Apex trigger to update the field when contacts are added or deleted.
C. Create a roll-up summary field that counts the number of contacts and displays that count on the account.

D. Create a custom formula field on the account using the count() function to count the number of related contacts.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 175
DreamHouse Realty manages Its accounts and contacts In Salesforce using a B2C account model. The business has requested that third-party loan advisors be tracked in Salesforce along with the customers they work with.
Hour should the administrator track third-party financial advisors and the customers they work with?
A. Use a Hierarchical lookup on Contact to track loan advisors' customers,
B. Use a B2B Account Model to track loan advisors' customers.
C. Create a Hierarchical lookup on Account to track loan advisors' customers.
D. Set up Contacts to Multiple Accounts for loan advisors.
Answer: (SHOW ANSWER)

NEW QUESTION: 176
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. Partial
B. Developer
C. Developer Pro
D. Full
Answer: (SHOW ANSWER)
To create a training sandbox with 160MB of test data that needs to be refreshed every other day, NTO should use either Partial or Developer Pro sandboxes. Partial sandboxes have a storage limit of 10GB and can be refreshed every 5 days. Developer Pro sandboxes have a storage limit of 1GB and can be refreshed every day.
Both sandboxes can include test data from production. References:
https://help.salesforce.com/s/articleView?id=sf.data_sandbox_environments.htm&type=5

NEW QUESTION: 177
Universal Containers uses a custom object to track customer complaints. The company wants to have a field on the custom object where they can include a reference to another complaint. What type of relationship can be used to accomplish this?
A. Hierarchical
B. Junction
C. Lookup
D. Master-detail

Answer: C (LEAVE A REPLY)

NEW QUESTION: 178

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: B,C (LEAVE A REPLY)

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: 179

Universal containers uses Salesforce to track job positions and applicants. Applicants can apply for multiple positions and positions will have multiple applicants. The company wants to ensure that if an applicant is deleted, all associations between the applicant and the position(s) that he or she has applied for are deleted.

How can this be accomplished?

A. Create a many -to- many relationships using junction object with both positions and applicants as masters.

B. Create a master detail relationship between applicants and positions with applicants as the master.

C. Create a lookup relationship between applicants and positions with applicants as the parent.

D. Create a custom object between applicants and positions with lookup fields on the junction to both the objects.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 180

Support staff at Cloud Kicks work on multiple accounts and opportunities at the same time, Currently, they are switching between browser tabs, which is tedious and confusing. Support managers put in a request for a better agent experience.
What should an administrator recommend?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 181
Which feature license is required to use Content?

A. Salesforce CRM Content Creator
B. Salesforce CRM Content Managera. Salesforce CRM Content User
C. Salesforce CRM Content User
D. Salesforce CRM Content Contributor

Answer: C (LEAVE A REPLY)

NEW QUESTION: 182
System admin - wants to make sure that when opportunity is close - nobody can modify it.

A. Give read only permission on close opportunity
B. Change owd setting read / write
C. Create workflow (isclosed) is true - if customer modifies it
D. Select DONT CLOSE Opportunity checkbox from Opportunity Setting
E. Validation rule with priorvalue(isclosed) = true

Answer: E (LEAVE A REPLY)

NEW QUESTION: 183
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. Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.
C. Configure formula fields to reflect the close date of the opportunity.
D. Create a new price book for service plans with term lengths.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 184
Cloud Kicks wants to force its users to set a value for a custom called Tier by answering a series of questions.
What two functions should the administrator use to ensure that users cannot bypass answering these questions in order to determine their Tier value.
Choose 2 answers
A. Set up a list view for the list of questions.
B. Make the field Read Only on the page layout.
C. Set up a restriction rule on the field.
D. Use a screen flow to ask the question.
Answer: B,D (LEAVE A REPLY)
Explanation
Making the field Read Only on the page layout prevents users from manually entering or editing the field value on the record page. This ensures that users cannot bypass answering the questions in order to determine their Tier value. Using a screen flow to ask the questions allows administrators to create an interactive user interface that guides users through a series of screens based on their inputs and logic. A screen flow can be used to ask questions and set the field value based on the answers

NEW QUESTION: 185
Universal Containers would like to ensure that when an opportunity stage is Closed Lost the reason is captured in a custom Reason Lost field before the record can be saved.Which approach can be taken to meet this requirement?
A. Create a validation rule that requires Reason Lost to be populated once the opportunity stage is Closed Lost.
B. Create a page layout for Closed Lost opportunities and make Reason Lost a required field.
C. Create a workflow that fires on the Close Lost state and populates the Reason Lost field.
D. Create a trigger that requires Reason Lost to the populated once the opportunity stage is Closed Lost.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 186

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. Self

B. Master-Detail

C. Many-To-Many

D. Lookup

Answer: (SHOW ANSWER)

NEW QUESTION: 187

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

A. analytic snapshots

B. custom report types (CRT)

C. Exception Report

D. Standard Report

Answer: (SHOW ANSWER)

NEW QUESTION: 188

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?

A. Full Sandbox

B. Developer Pro Sandbox

C. Partial Data Sandbox

D. Developer Sandbox

Answer: B (LEAVE A REPLY)

NEW QUESTION: 189

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

What is the recommended security setting to configure?

A. Enforce login IP ranges on every request.

B. Lock sessions to the domain in which they were first used.

C. Require a high assurance session.

D. Force logout on session timeout.

Answer: D (LEAVE A REPLY)

Force logout on session timeout is the recommended security setting to configure because it prevents users from resuming their sessions after they time out due to inactivity, which reduces the risk of unauthorized access to Salesforce data from unattended devices.
References:
https://help.salesforce.com/s/articleView?id=sf.security_sessions_logout.htm&type=5

NEW QUESTION: 190
Which value rolls up for both customizable and collaborative forecasting? * (1 Point)
A. Amount
B. Expected revenue
C. Quota
D. Opportunity amount
Answer: (SHOW ANSWER)

NEW QUESTION: 191
Which forecasting schedule type would you use if you wanted a benchmark of how much should be sold within a certain time frame?
A. Pipeline
B. Quota
C. Forecast
Answer: B (LEAVE A REPLY)

NEW QUESTION: 192
The sales team has requested that a new field called Current Customer be added to the Accounts object. The default value will be "No" and will change to "Yes" if any related opportunity is successfully closed as won.
What can an administrator do to meet this requirement?
A. Configure Current Customer as a roll-up summary field that will recalculate whenever an opportunity is won
B. Use an Apex trigger on the Account object that sets the Current Customer field when an opportunity is won
C. Use a workflow rule on the Opportunity object that sets the Current Customer field when an opportunity is won
D. Configure Current Customer as a text field and use an approval process to recalculate its value
Answer: (SHOW ANSWER)
Explanation/Reference:

NEW QUESTION: 193
Which two values roll up the Hierarchy to the manager for both Customizable and Collaborative Forecasts? Choose 2 answers

A. Quota amount
B. Product quantity
C. Opportunity amount
D. Expected revenue
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 194
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. The old workflow rules are still active and impacting routing.
D. Assignment rules no longer reference the correct fields.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 195
An administrator has initiated the process of deploying changes from a sandbox to the production environment using the Force.com IDE.
Which three pieces of information must be supplied to the IDE during this process? (Choose three.)
A. The username and password of the destination environment
B. The related change set connection information
C. The metadata components that need to be deployed
D. The data of the fields which are being deployed
E. The environment into which the changes will be deployed
Answer: (SHOW ANSWER)
Explanation/Reference:

NEW QUESTION: 196
SFB Industries is currently granting access to a number of users around the business to various reports and folders in Salesforce. They are currently granting access based on the specific users. Which feature in Salesforce can be used to make this more efficient?
A. Create a new profile for the users
B. Place all users in the same Role
C. Create a public group and add the users to it
D. Create a sharing rule and add the users to it
Answer: C (LEAVE A REPLY)

NEW QUESTION: 197

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

NEW QUESTION: 198

The administrator at Universal Containers wants to improve data quality by ensuring that all accounts have a billing State/Province based upon theBilling Postal Code for that account.

Which two solutions can meet this requirement?

Choose 2 answers.

A. Use a validation rule to do a VLOOKUP of the Billing Postal Code to a custom object that maps postal codes to states/provinces.

B. Use a workflow rule that populates Billing State/Province based on a custom object that maps postal codes to states/provinces.

C. Use a validation ruleto do a HLOOKUP of the Billing Postal Code to a custom object that maps postal codes to states/provinces.

D. Use a trigger thatpopulates Billing State/Province based on a custom object that maps postal codes to states/provinces.

Answer: (SHOW ANSWER)

NEW QUESTION: 199

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. Package deployment
B. Inbound Change Set
C. Change Data Capture
D. Outbound Change Set
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 200
"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. IUse Data Exporter
C. Select "Object" Export from Data Management
D. Select "Schedule Export" from Data Export
Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 201
Ursa Major Solar (UMS) receives hundred of cases every week from both consumers and retail partners. UMS wants to ensure it's meeting all service-level agreements to maintain high levels of customer satisfaction.
What should the administrator do to help meet this goal?
A. Configure the Milestones object on Service Contracts to sequential milestones for common case issues.
B. Set up and configure Entitlement Process to design timelines and track issue resolution.
C. Design a Net Promoter Score survey using Surveys that is automatically sent when a case is closed.
D. Expose the Service Contracts object in the Service Console for an agent to view when working a case.
Answer: (SHOW ANSWER)

NEW QUESTION: 202
What tool can be used to move metadata between two different production environment.
Choose 2
A. Force.com Migration tool
B. Force.com SOAP API
C. Force.com IDE
D. Change Set
Answer: (SHOW ANSWER)

NEW QUESTION: 203
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. Clone the change set in the sandbox environment, add the component and upload it to production
B. Create a new change set in the sandbox environment, add all the required components and upload it to production
C. Edit the change set in the sandbox environment and upload it to production.
D. Edit the change set in production, add the component, and use the redeploy option.
Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 204
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. Enable entitlements and add the tabs for entitlements and service contracts
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. Create a private Chatter group for customers with high priority service level agreements
Answer: A (LEAVE A REPLY)

NEW QUESTION: 205
Milestone actions determine what happens during a case support process and can trigger what type of workflow actions?
Select 3
A. Entitlement Breach
B. Violation
C. Success
D. Warning
E. SLA Breach
Answer: (SHOW ANSWER)

NEW QUESTION: 206
Cloud Kicks uses a Lightning web component to provide instructions to sales reps. An administrator needs to correct a spelling error in the displayed text in one of the Lightning web components.
What is the recommended tool to make the change?
A. Developer Org
B. VisualStudio Code

C. Salesforce Lightning Inspector
D. Developer Console
Answer: B (LEAVE A REPLY)
VisualStudio Code is a recommended tool to make the change in the displayed text in one of the Lightning web components. VisualStudio Code is an integrated development environment (IDE) that supports Salesforce development tools such as Salesforce Extensions for Visual Studio Code, Salesforce CLI, and Lightning Web Components. You can use VisualStudio Code to create, edit, debug, and deploy Lightning web components and other Salesforce metadata. To make the change in the displayed text, you need to open the HTML file of the Lightning web component in VisualStudio Code and modify the text element accordingly. References:
https://developer.salesforce.com/tools/vscode
https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create_components

NEW QUESTION: 207
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. Notify the record owner.
B. Prompt the user to enter another record to resolve the lookup relationship.
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: (SHOW ANSWER)

NEW QUESTION: 208
Sales Management wants to enforce a process in which name of an Account is always included in the name of the opportunity. How can automation be used to help meet this requirement?
A. Use an approval process that routes newly created opportunities to management for data quality review
B. Use an Apex trigger on account object that adds the account name to the opportunity name
C. Write a validation rule that updates the opportunity name with the account name using a cross object formula
D. Write a criteria based workflow rule that updates the opportunity name concatenated with the account name
Answer: D (LEAVE A REPLY)

NEW QUESTION: 209

A user is trying to access content in a library but is receiving an insufficient privleges message. Which two ways should the administrator troubleshoot this issue? Choose two.
A. Determine if the user has been granted viewer permission to the content
B. Determine if the user's profile has the CRM Content user permission enabled.
C. Determine if the user's record has the Salesforce CRM Content feature license enabled.
D. Determine if the user has been granted "Viewer" permission to the library of interest.
Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 210
At Cloud Kicks, users are able to run reports. However, when users try to export a report, they are taken to a login screen and prompted for additional verification.
What is causing this issue?
A. Users need to update their browser to the latest version.
B. The users are logged Into an Insecure network.
C. The users' profile is missing the Export Reports permission.
D. Exporting Is configured to require a high assurance session.
Answer: D (LEAVE A REPLY)
Explanation
A high assurance session is a type of session security level that requires users to verify their identity using a second factor of authentication, such as Salesforce Authenticator, a verification code, or a security key.
Administrators can configure certain actions or permissions to require a high assurance session, such as exporting reports, viewing encrypted data, or accessing connected apps.
If users are able to run reports but are taken to a login screen and prompted for additional verification when they try to export a report, it could be because exporting is configured to require a high assurance session. This means that users need to use a second factor of authentication to export reports, even if they have already logged in with their username and password. References:
https://help.salesforce.com/s/articleView?id=sf.identity_verification.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.security_sessions.htm&type=5

NEW QUESTION: 211
Universal Containers purchased Field Service Lightning Licenses in Production and wants to make these license available in an active development sandbox with the minimum development impact.
How should an administrator create these licenses in the sandbox?
A. Refresh the sandbox from production.
B. Merge Production andthe sandbox using a template.
C. Use the Match Production Licenses tool.
D. Submit a Salesforce support case.
Answer: (SHOW ANSWER)

NEW QUESTION: 212
System admin wants - when opportunity stage is change the amount field is incremented
A. Use rollup summary on account
B. Use cross object formula
C. Create workflow field update on opportunity
D. Create workflow field update on account
Answer: C (LEAVE A REPLY)

NEW QUESTION: 213
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. Lookup
D. junction
Answer: (SHOW ANSWER)

NEW QUESTION: 214
Universal Container has an active process that assigns a task to sales operations once an opportunity is won. Sales Ops is reporting that he tasks are missing.
Which two tools should the administrator use to determine the problem?
Choose 2 answers
A. Debug Log
B. Email Log
C. Monitor time based workflow
D. Paused flow interview list
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 215
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 log in as a user who is an 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: 216
What privileges can be given to a delegated administrator? Choose three answers.
A. Modify profile permissions.
B. Manage custom objects.
C. Modify the role hierarchy.
D. Assign users to specified profiles.
E. Create and edit users.
Answer: B,D,E (LEAVE A REPLY)

NEW QUESTION: 217
As part of their yearly audit, the compliance team at Cloud Kicks would like to track when a user's profile has been changed and who changed the data.
What should the administrator review to meet this requirement?
A. Field History Tracking
B. Setup Audit Trail
C. Historical Trending
D. Analytic Snapshot
Answer: B (LEAVE A REPLY)
Explanation
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. References: https://help.salesforce.com/s/articleView?id=sf.monitorsetup.htm&type=5

NEW QUESTION: 218

What are permissions needed for the Accounts and Opportunity Object when merging Accounts.

A. Edit permission for Account and Delete Permission for Opportunity

B. Edit and Delete for Account and Edit and Delete on Opportunity

C. Edit and Delete for Account and Read on Opportunity

Answer: C (LEAVE A REPLY)

NEW QUESTION: 219

The recruiting manager at universal containers has requested a new picklist value in the type field on the position object by the end of the week.
If the administrator is unable to complete this request in the desired timeline, what type of access will allow the recruiting manager to make the changes in salesforce?

A. Create, Read, Edit and Delete access to the position object.

B. Delegated administration over the position object.

C. Delegated administration to manage recruiting users.

D. Modify all and view all access to the position object.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 220

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: 221

Universal Containers has a private sharing model. Their field service manager wants to edit Cases owned by the service team but is unable to edit Case records.
Which option should an administrator use to solve this issue?
A. Update the manager's profile to include edit access to the Case object.
B. Assign the manager a permission set with edit access to the Case object.
C. Create a public group with read/write for Cases and Accounts.
D. Set the Organization-Wide Default to public read/write for Cases and Accounts.
Answer: (SHOW ANSWER)
Explanation/Reference: https://salesforce.stackexchange.com/questions/237613/problem-with-case-sharing-access

NEW QUESTION: 222
What tool can be used to deploy sandbox to 2 different Orgs ?
A. DataLoader
B. ChangeSet
C. Force.com Migration Tool
D. Import Wizard
Answer: (SHOW ANSWER)

NEW QUESTION: 223
An administrator is using the Dev Console Log Inspector to troubleshoot a Process Builder.
What event type should the administrator look for in the event column?
A. Event types beginning with FLOW
B. Event types beginning with AUTOMATED.
C. Event types beginning with WORKFLOW
D. Event types beginning with PROCESS
Answer: A (LEAVE A REPLY)
Explanation
The Dev Console Log Inspector is a tool that allows you to view and analyze debug logs in a graphical interface. Debug logs contain information about database operations, system processes, and errors that occur when executing a transaction or running unit tests. To troubleshoot a process builder, the administrator should look for event types beginning with FLOW in the event column. These event types indicate the start and end of a flow interview, as well as any flow elements, faults, or decisions that occur during the execution.
References: https://help.salesforce.com/s/articleView?id=sf.code_dev_console_log_inspector.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.code_debug_log_event_types.htm&type=5

NEW QUESTION: 224
What can a system administrator do to simplify searching in Knowledge for users? Choose three answers. * (1 Point)

A. Enter predefined search input (autocomplete)
B. Filter by Language
C. Create synonyms
D. Create Knowledge Categories
Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 225
System admin - wants to make sure that when an opportunity is closed - nobody can modify it.
A. give read only permission on close opportunity
B. create workflow (isclosed) is true - if customer modifies it
C. validation rule with priorvalue(isclosed) = true
D. Change OWD setting read / write
Answer: (SHOW ANSWER)

NEW QUESTION: 226
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: (SHOW ANSWER)
A validation rule and a stage guidance in Path are two features that can help ensure that users input a use case before moving the opportunity stage to qualified.
* A validation rule is a formula that validates the data entered by users and prevents records from being saved if they do not meet certain criteria. In this case, a validation rule can be used to check if the Use Case field is blank when the Stage field is changed to Qualified, and display an error message if so.
* A stage guidance in Path is a feature that displays helpful information or tips for each stage of a sales process on an opportunity record page. In this case, adding the Use Case field to the stage guidance in Path can remind users to fill out this field before moving to the next stage.

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