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ADM-211

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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q167-Q172):

NEW QUESTION # 167

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

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

- A. Salesforce Optimizer
- **B. Health Check**
- C. Master Encryption Keys
- D. Self-signed Certificates

Answer: B

NEW QUESTION # 168

When should an administrator consider when using Person Accounts?

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

Answer: C

Explanation:

An administrator should consider using Person Accounts when they have a B2C business model and the consumer is the intended recipient of sales and marketing attention. Person Accounts allow administrators to store information about individual consumers without requiring a separate account record for each contact. Reference: https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5

NEW QUESTION # 169

A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested. What permission should be reviewed to determine if it is missing from the administrator user or profile?

- A. API Enabled
- B. Deploy Change Sets
- **C. Create and Upload Change Sets**
- D. Modify Metadata Through Metadata API Functions

Answer: C

Explanation:

To use outbound change sets, a user needs to have the Create and Upload Change Sets permission on their profile or permission set. This permission allows users to create change sets in a sandbox or Developer Edition organization and upload them to another organization. Reference: https://help.salesforce.com/s/articleView?id=sf.changesets_create_upload_perm.htm&type=5

NEW QUESTION # 170

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. Filter Logic
- **C. Cross-Filter**
- D. Summary Report

Answer: C

Explanation:

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

NEW QUESTION # 171

The VP of Sales wants to enforce a new B2B sales process for sales representatives. For example, if an opportunity is still in the Prospecting stage one day after the next stage is due, the Deal Status should change to Stalled and the number of deals stalled on the account should be incremented. Which action can an administrator use to automate this process? Choose 2 answers

- A. Cross object workflow field update
- B. Workflow field update on the opportunity
- C. Roll-up summary held on the account
- D. Workflow field update on the account

Answer: B,C

NEW QUESTION # 172

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