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Salesforce Certified Administrator Sample Questions (Q66-Q71):

NEW QUESTION # 66

Users at Universal Containers would like to visually see the sales stages on an Opportunity page. The administrator is configuring path for Opportunities.

Which is an important consideration for path configuration?

- A. The Owner field can be edited in the key fields Panel.
- **B. Path can include guidance and key fields for each stage.**
- C. Kanban views for Path must be configured manually.
- D. Celebrations are unable to be added to a path.

Answer: B

Explanation:

Path is a feature that can be used to visually see the sales stages on an opportunity page. Path can include guidance and key fields for each stage to help users move opportunities along the sales process. Guidance can provide tips, policy information, or best practices for each stage. Key fields can display important fields that users need to fill in or update for each stage. References:

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

NEW QUESTION # 67

CORRECT TEXT

What is a Running User?

Answer:

Explanation:

Determines

the level of access to the dashboard data

NEW QUESTION # 68

Universal Containers wants to create a new sales team that focuses exclusively on small to medium business customers. This group will track information with the same fields and picklist values but will have 2 new options on Stage field. How should the system administrator accomplish this task?

- A. Create a new Record type and a new sales process.
- B. Create a new Record type and a page layout.
- C. Create a new Record Type.
- **D. Create a new Sales process.**

Answer: D

NEW QUESTION # 69

What are two capabilities of the content delivery feature of Salesforce Content? (Choose two.)

- **A. Associate the content delivery with a Salesforce record.**
- **B. Password protect content deliveries that contain sensitive data.**
- C. Customize the URL assigned to the content delivery.
- D. Encrypt certain delivery files.

Answer: A,B

Explanation:

Section: Volume J

NEW QUESTION # 70

An administrator has been asked to change the data type of an auto number to text field.

What should the administrator be aware of before changing the field?

- A. Existing field values will be Converted.
- **B. Existing auto number field to Text is prevented.**
- C. Existing field values will be deleted.
- D. Existing field values will remain unchanged.

Answer: B

Explanation:

One thing that an administrator should be aware of before changing an auto-number field to text field is that this change is prevented by Salesforce; it cannot be done because it would cause data loss and inconsistency.

Auto-number fields are fields that automatically assign unique numeric values to each record; they cannot be changed to text fields because text fields do not have this functionality and may allow duplicate or invalid values. Existing field values remaining unchanged, being converted, or being deleted are not things that would happen before changing an auto-number field to text field because this change cannot happen at all.

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

NEW QUESTION # 71

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