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Salesforce Certified Platform Administrator II Sample Questions (Q106-Q111):

NEW QUESTION # 106

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. A permission with Edit access on the Account object
- B. A role above the Opportunity owner in the role hierarchy
- C. Transferred ownership of the Account to the sales rep
- D. Transferred ownership of the Opportunity to the sales rep

Answer: A,B

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 # 107

On the Contact record, if a contact has the value of 'CEO' in the Title field, the administrator wants to require the users to also put a phone number in the Phone field.

What formula should the administrator put in the Error Condition Formula of a validation rule to enable this?

- A. Title <> 'CEO' && NOT(ISBLANK(Phone))
- B. Title = 'CEO' && NOT(ISBLANK(Phone))
- C. Title = 'CEO' && ISBLANK(Phone)
- D. Title <> 'CEO' && ISBLANK(Phone)

Answer: C

Explanation:

The error condition formula of a validation rule should return TRUE when the validation rule should fire and display an error message. In this case, the validation rule should fire when the Title field has the value of 'CEO' and the Phone field is blank. The formula Title = 'CEO' && ISBLANK(Phone) returns TRUE when both conditions are met, and FALSE otherwise. References: https://help.salesforce.com/s/articleView?id=sf.fields_useful_field_validation_formulas.htm&type=5

NEW QUESTION # 108

Cloud Kicks has created a new flow that deletes records.

What should the administrator consider when testing the flow?

- A. Record deleted by Flow when debugging are hard deleted.
- B. Flows with delete elements cannot be debugged by the Flow debugged tool.
- C. Even if the flow is inactive, debugging the flow will delete the test record.
- D. Flow with delete elements need to be inactivate to ensure that the test record is not actually deleted.

Answer: C

Explanation:

Debugging a flow allows administrators to test how a flow behaves before activating it or making changes to it. Debugging a flow runs it in real time using test data provided by the administrator or default values from the flow. However, debugging a flow also performs any actions defined in the flow, such as creating, updating, or deleting records. Therefore, if a flow has a delete element that deletes a record based on certain criteria, debugging the flow will delete the test record even if the flow is inactive. References: https://help.salesforce.com/s/articleView?id=sf.flow_debug.htm&type=5

NEW QUESTION # 109

The administrator at Cloud Kicks needs to import a batch of person accounts into Salesforce.

What tool should the administrator use?

- A. Quick Create

- B. Bulk API
- **C. Data Import Wizard**
- D. Mass Update

Answer: C

Explanation:

The Data Import Wizard is a tool that allows you to import data for standard and custom objects, including person accounts, into Salesforce. You can access it from the Setup menu and use it to import up to 50,000 records at a time. You can also use it to update, upsert, or delete existing records. The Data Import Wizard can help you match your data with Salesforce fields, prevent duplicates, and run import jobs in the background.

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

NEW QUESTION # 110

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

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

- **A. Debug Log**
- B. Setup Audit Log
- C. Login History
- D. Record History

Answer: A

Explanation:

Debug Log is a tool that captures information about database operations, system processes, and errors that occur when executing a transaction or running a unit test. Debug Log can help troubleshoot issues related to triggers, workflows, validation rules, or other custom logic by showing the order of execution and the values of variables and expressions

NEW QUESTION # 111

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