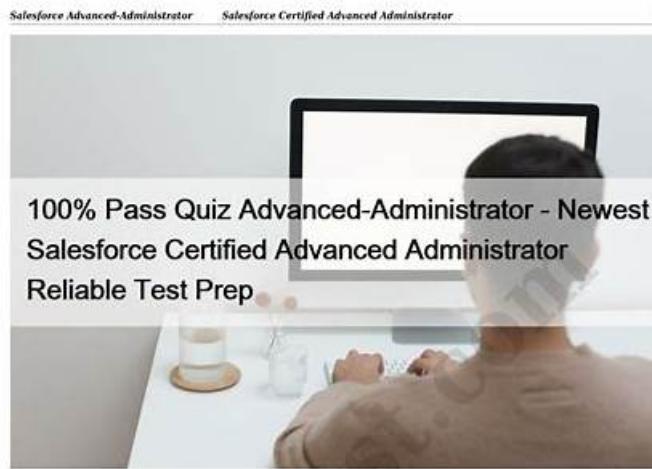


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## **Salesforce Certified Advanced Administrator Sample Questions (Q167-Q172):**

### **NEW QUESTION # 167**

Universal Container set a Territory Management where in managers and sales supports are in the same role. What could be the access of the Managers on Account and Opportunity? Choose 3

- A. Edit, delete and transfer on opportunity that is related to an account regardless who owns it
- B. **Edit, delete and transfer on accounts that is related to an account regardless who owns it**
- C. Edit and Transfer on opportunity, regardless who owns it
- D. **View all on opportunity That is related to an account, regardless who owns it**
- E. **Edit on accounts, regardless who owns it**

**Answer: B,D,E**

### **NEW QUESTION # 168**

The VP of the company is always travelling and uses only an iPad for office communications. Employees, who are chatter users, needs to submit their quotes for approval by the VP. How will the system admin meet this? Choose 2

- A. Enable Salesforce Mobile
- B. **Enable Chatter**
- C. Configure Salesforce for Outlook
- D. **Enable Approval by Email**

**Answer: B,D**

### **NEW QUESTION # 169**

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. Dataloader.io
- C. **Mass Update**
- D. **Bulk API**

**Answer: C,D**

### **NEW QUESTION # 170**

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

Which two features are required to implement this request?

Choose 2 answers.

- A. Case assignment rules
- B. **Web-to-case**
- C. Case feed actions

- D. New case quick action

**Answer: B,D**

## NEW QUESTION # 171

Universal Containers would like applicants to apply for multiple positions, tracking how many applicants have applied and how many positions each individual applicant has applied for. To do this, the administrator will create a Job Application junction object between the Applicant and Position objects.

How does this action meet the requirement?

- A lookup relationship on the Applicant object with Position as the master provides roll-up summary fields without code
- The Job Application object as a master to Position and Applicant objects will allow roll-up summary fields on the Position and Applicant objects
- **C. The junction object allows a many-to-many relationship and also roll-up summary fields on the parent objects**
- D. The junction object allows the administrator to add a workflow rule to update fields on the Position and Applicant objects

**Answer: C**

### Explanation:

### Explanation/Reference:

## NEW QUESTION # 172

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