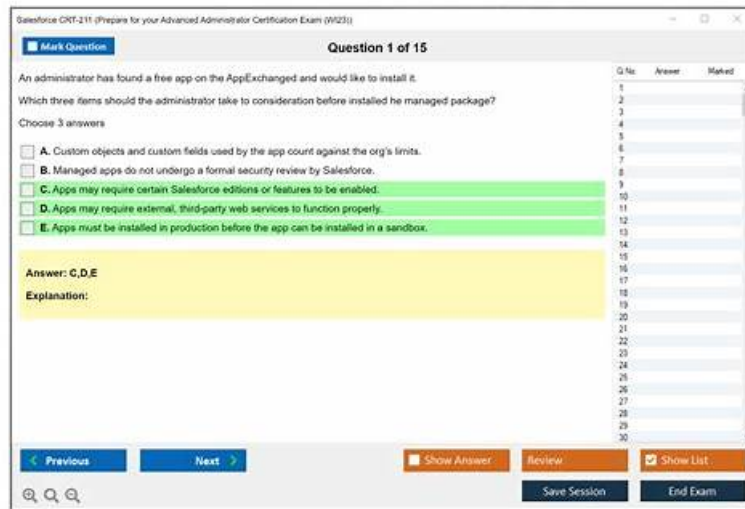


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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q118-Q123):

NEW QUESTION # 118

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. Create a Record Type for the type of property and custom page layouts for each.
- B. Build a Lightning component to display fields that only apply to condos.
- 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: A

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

NEW QUESTION # 119

Cloud Kicks has an export of Order and Order Item data from an enterprise resource planning (ERP) system. The data must be imported into the Salesforce Order and Order Product objects, while maintaining the relationships in the data.

What are two ways the administrator should load the data?

Choose 2 answers

- A. Replace the Salesforce record ID with the External ID.
- B. Use an Insert operation to load data.
- C. Map an External ID data value to the object.
- D. Use an Upsert operation to load data.

Answer: C,D

NEW QUESTION # 120

The accounting team at Universal Containers is looking to roll out two new custom objects: a parent Invoice object and a child Payment object. Whenever a Payment record is created, the Invoice object should be updated to reflect the current outstanding value of the Invoice.

What should the administrator do to build this functionality?

- A. Create a master-detail relationship on the Payment and a workflow cross object field update.
- B. Create a lookup-relationship on the Payment and a workflow cross object field update.
- C. Create a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice.
- D. Create a lookup-relationship on the Payment with a Roll-up Summary field on the Invoice.

Answer: A

NEW QUESTION # 121

Ursa Major Solar has a global customer base. Recent issues with customs have greatly delayed shipping to Canadian customers. While the Country field is already on the page layout, the sales team wants Canadian customers highlighted as a potential challenge for fulfillment until the shipping issue is resolved.

How should the administrator solve this issue?

- A. Create a new record type and page layout for Canadian customers, ensuring their pages look different.
- B. Create an in-app guidance prompt for Canadian records.
- C. Add a rich text component to the Lightning page. Use conditional visibility to only show the component if the account is Canadian.
- D. Modify the page layouts to move the Country field into its own section.

Answer: C

Explanation:

A rich text component allows administrators to add custom text or images to a Lightning page. Conditional visibility allows administrators to control when a component is visible based on criteria such as field values or device type. By using these features, administrators can highlight Canadian customers as a potential challenge for fulfillment without modifying the page layout or creating a

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Universal Containers needs to create price books for sales representatives in multiple regions. How should the administrator meet this requirement?

- Answer: C**

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