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Salesforce Certified Advanced Administrator Sample Questions (Q73-Q78):

NEW QUESTION # 73
An administrator has found a free app on the AppExchanged and would like to install it.

Which three items should the administrator take to consideration before installed he managed package?
Choose 3 answers

- A. Apps must be installed in production before the app can be installed in a sandbox.
- B. Apps may require certain Salesforce editions or features to be enabled.
- C. Apps may require external, third-party web services to function properly.
- D. Managed apps do not undergo a formal security review by Salesforce.
- E. Custom objects and custom fields used by the app count against the org's limits.

Answer: B,C,E

Explanation:
Explanation
A managed package is a type of app that can be installed from the AppExchange. Managed packages are typically created by ISV partners or developers who want to distribute and sell applications that are upgradeable and have intellectual property protection.
Before installing a managed package, an administrator should consider the following:
A) Custom objects and custom fields used by the app count against the org's limits.
Managed packages may include custom objects and custom fields that are used by the app. These custom objects and custom fields count against the org's limits and may affect the performance or functionality of the org. Administrators should review the components and requirements of the app before installing it and make sure they have enough space and resources for the app.
References:
https://help.salesforce.com/s/articleView?id=sf.packaging_limits.htm&type=5 C) Apps may require certain Salesforce editions or features to be enabled.
Managed packages may require certain Salesforce editions or features to be enabled in order to work properly.
For example, some apps may require Lightning Experience, API access, custom permissions, or specific user licenses.
Administrators should check the app's description and documentation before installing it and make sure they meet the prerequisites for the app. References:
https://help.salesforce.com/s/articleView?id=sf.packaging_install.htm&type=5 D) Apps may require external, third-party web services to function properly.
Managed packages may require external, third-party web services to function properly. For example, some apps may integrate with other platforms or systems such as Google Maps, PayPal, or Twilio. Administrators should check the app's description and documentation before installing it and make sure they understand the implications and costs of using external web services.
References:
https://help.salesforce.com/s/articleView?id=sf.packaging_install.htm&type=5

NEW QUESTION # 74
Universal Containers has found duplicate contacts in Salesforce. The sales team administrator prevent duplicate records from being created.
Which two ways should the administrator customize duplicate management?
Choose 2 answers

- A. Create custom matching rules.
- B. Modify the Global Picklist Value Sets.
- C. Configure custom duplicate rules.
- D. Set up mobile duplicate alerts.

Answer: A,C

Explanation:
Duplicate management is a feature that allows administrators to prevent or allow duplicate records for standard or custom objects.
Duplicate management consists of two components: duplicate rules and matching rules.
* B) Configure custom duplicate rules.
Duplicate rules are rules that determine what actions to take when users try to save duplicate records.
Duplicate rules can block users from saving duplicates, alert users of duplicates and let them save anyway, or report on duplicates without affecting the save operation. Duplicate rules can also specify which fields to use for matching and which security settings to enforce. By configuring custom duplicate rules, the sales team administrator can prevent duplicate records from being created for contacts or other objects. References:
https://help.salesforce.com/s/articleView?id=sf.data_prevent_duplicates.htm&type=5
* C) Create custom matching rules.
Matching rules are rules that determine how duplicate records are identified by comparing fields and applying fuzzy matching

algorithms. Matching rules can be standard or custom. Standard matching rules are predefined by Salesforce and apply to common objects such as contacts, accounts, or leads. Custom matching rules are created by administrators and apply to any standard or custom object. By creating custom matching rules, the sales team administrator can define how duplicate records are detected for contacts or other objects.
References: https://help.salesforce.com/s/articleView?id=sf.data_matching_rules.htm&type=5

NEW QUESTION # 75

DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts. What should the administrator consider when setting up Collaborative Forecasts?

- A. A single org can have up to six different types of forecasts.
- B. Opportunity Split data cannot be viewed in a forecast.
- C. A forecast can be either revenue-based or quantity-based.
- D. The default forecast categories cannot be customized.

Answer: C

NEW QUESTION # 76

An administrator notices that there are two account records in the system with the same name. A contact record with the same name is associated with each account.
Which set of steps should be taken to merge these accounts using the Salesforce merge feature?

- A. Merge the duplicate accounts and check the box that optionally merges the duplicate contacts
- B. Merge the duplicate accounts and the duplicate contacts will be merged automatically
- C. Merge the duplicate contacts and then merge the duplicate accounts
- D. Merge the duplicate accounts and then merge the duplicate contacts

Answer: D

NEW QUESTION # 77

the vp of sales noticed that sales representatives are extending their close dates to the future on their opportunities.
how can the sales managers determine how many times close dates are being changed? choose 2

- A. Add a formula field on the page layout of the opportunity with the default value set to PRIORVALUE(close date).
- B. use workflow to update a count field when the close date field has changed using the criteria ISCHANGED(closedate).
- C. have a developer create an apex trigger to update a count field when a change to the close date field has been made.
- D. use workflow to update a count field when the close date field has changed using the criteria closedate> PRIORVALUE(closedate)

Answer: B,D

NEW QUESTION # 78

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