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Salesforce Certified Advanced Administrator Sample Questions (Q185-Q190):

NEW QUESTION # 185

A user accidentally created a duplicate opportunity and is unable to delete the duplicate record. What should an administrator do to troubleshoot this issue?

- A. Advise the user to mark the duplicate opportunity Closed Lost and keep it in the system.
- B. Run a report of all opportunities to identify other possible duplicates.
- C. Change the user's profile to System Administrator so they have full permissions to delete object records.
- **D. Check the user profile permissions on the Opportunity object to see if they have permission to delete.**

Answer: D

Explanation:

The user profile permissions on the Opportunity object is the item that the administrator should review to find out why the user is unable to delete the duplicate record. The user profile permissions determine what users can do with records and objects in Salesforce, such as creating, editing, deleting, viewing, or sharing. In this case, the administrator should check if the user has the Delete permission on the Opportunity object, which allows them to delete opportunity records that they own or have access to. If not, the administrator can either grant them this permission or delete the record for them. References: https://help.salesforce.com/s/articleView?id=sf.admin_general_permissions.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.admin_object_permissions.htm&type=5

NEW QUESTION # 186

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why can't the sales manager view the contact?

- A. Contact sharing settings are Private.
- B. The contact has not been manually shared with the manager.
- C. The contact is not linked to an account.
- D. Contact sharing settings have Grant Access Using Hierarchies unchecked.

Answer: C

NEW QUESTION # 187

SFB Industries needs to use two Custom Objects Shipments & Shipment items. Every time a Shipment item is marked as packed, it needs to trigger a field update on the master shipment record. What kind of relationship and feature needs to be present for this to work?

- A. Master--detail relationship with a roll--up summary field
- B. Lookup--relationship with a cross object field update
- C. Master--detail relationship with a cross object field update
- D. Lookup--relationship with a roll--up summary field

Answer: C

NEW QUESTION # 188

How can additional permissions be given to a user without editing the profile itself? Choose two answers.

- A. role hierarchy
- B. delegated administration
- C. permission set
- D. sharing rule

Answer: B,C

Explanation:

Explanation

http://help.salesforce.com/HTViewHelpDoc?id=defining_delegated_administrators.htm&language=en_US

https://help.salesforce.com/HTViewHelpDoc?id=perm_sets_overview.htm&language=en_US

NEW QUESTION # 189

Which two values roll up the hierarchy to the manager for Collaborative Forecasting? (Choose two.)

- A. Expected revenue
- B. Quota amount
- C. Opportunity amount
- D. Product quantity

Answer: A,C

NEW QUESTION # 190

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