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Salesforce Certified Advanced Administrator Sample Questions (Q207-Q212):

NEW QUESTION # 207

SFB Industries are offering standard lower prices to some of their key accounts. How can this be reflected within Products/Price books?

- A. Create a custom field on the product object where you can enter the lower price
- **B. Create a new price book and add the relevant products**
- C. Add new products into Salesforce with lower prices
- D. Add a discounted price to the existing products inside of Salesforce

Answer: B

NEW QUESTION # 208

Sales representatives are reporting trouble syncing quotes with their related opportunities. What is a possible explanation for this problem? Choose two

- A. The quote is attached to a closed opportunity.
- B. The user does not have Edit permissions on the quote.
- **C. The attached currency is no longer active.**
- D. The quote contains an archived list price.

Answer: C

NEW QUESTION # 209

Users have been given Read/Write access to product support cases through criteria-based sharing rules. A user's profile only has the Read permission for cases.

What can the user expect regarding their ability to edit product support cases?

- **A. The user will NOT be able to edit product support cases.**
- B. The user will be able to edit product support cases.
- C. The user will only be able to edit cases manually shared with them.
- D. The user will only be able to edit the cases that they created.

Answer: A

NEW QUESTION # 210

Sales reps and partner consultants at Cloud Kicks work on the same kinds of shoe deals. The administrator has been asked to ensure that the Profit new on the Opportunity object is available to sales reps and is hidden from partners using Field Level Security. Which two features should the administrator use to fulfil this request?

Choose 2 answers

- A. Organization-wide Defaults
- B. Permission Set
- **C. Record Type**
- **D. Profiles**

Answer: C,D

Explanation:

A delegated administrator is a user who has been granted limited administrative privileges by an administrator through delegated administration groups. Delegated administrators can perform some administrative tasks without having full access to Setup.

Some functions that delegated administrators can perform are:

* B) Build automation and validation rules using screen flows

Screen flows are types of flows that guide users through screens with elements such as text boxes, picklists, radio buttons, etc.

Screen flows can also perform actions such as creating records, updating fields, sending emails, etc. Delegated administrators can build automation and validation rules using screen flows if they have been granted access to create and edit flows by an administrator. References:

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

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

* D) Make updates to permission set configurations

Permission sets are collections of settings and permissions that can extend users' functional access without changing their profiles.

Delegated administrators can make updates to permission set configurations if they have been granted access to manage users by an administrator. References:

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

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

NEW QUESTION # 211

The Marketing Manager at Universal Containers wants to change the column headings for several of the fields on opportunity reports.

What approach should an administrator take to meet the requirements?

- A. Build a Custom Report type and use Display As in Edit Layouts to make the requested changes.
- B. Edit the fields Available for Reports sections in the Opportunities report type to make the changes.
- **C. Create bucket fields for each field and enter the new column heading in the Bucket Name Field.**
- D. User Rename tabs and labels to change the field labels as needed.

Answer: C

NEW QUESTION # 212

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