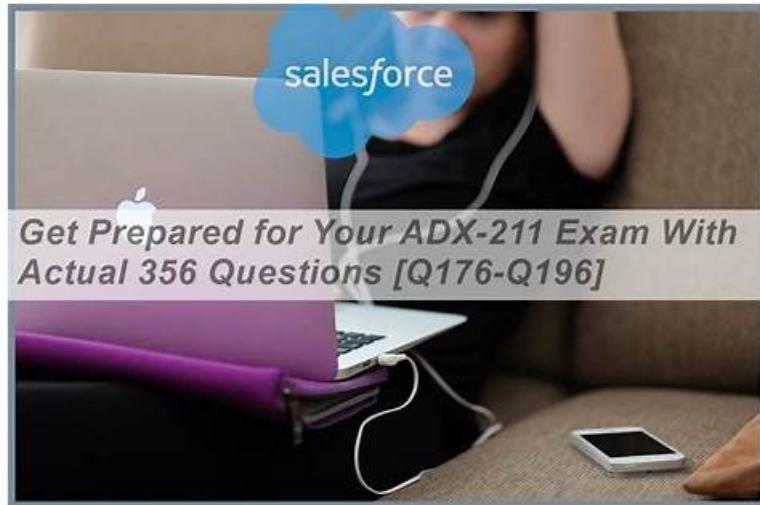


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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q62-Q67):

NEW QUESTION # 62

What is the correct order of steps to follow when working with inbound change sets?

- A. Deploy, Monitor, Validate
- B. Deploy, validate, Monitor
- C. Monitor, Deploy, Validate
- D. Validate, Deploy, Monitor

Answer: D

NEW QUESTION # 63

Universal Containers has a Private sharing model for Accounts and Opportunities. A new team is being created from within the sales team that will be assigned all renewal opportunities. These users will need to see all closed won opportunities while keeping the account private.

How should the administrator meet this requirement?

- A. Create a new profile for the renewals team with View All permission enabled on Accounts and Opportunities.
- B. Create a permission set with View All enabled on Accounts and assign it to the new users.
- C. Update the organization-wide default on Opportunities to Public Read Only and add them to the opportunities team.
- D. Create a public group for the renewals team and create a criteria based sharing rule on Opportunities.

Answer: A

NEW QUESTION # 64

Northern Trail Outfitters (NTO) has a private sharing model for records containing a customer's credit information. These records should be visible to a sales rep's manager but hidden from their colleagues.

How should an administrator adjust NTO's sharing model to ensure the correct amount of confidentiality?

- A. Grant access using hierarchies via the sharing settings.
- B. Add View All access for the object via the manager's profile.
- C. Use validation rules targeting the logged-in user.
- D. Create sharing rules for each manager based on the record owner.

Answer: A

Explanation:

To ensure that sales reps' managers can view records containing customer's credit information but their colleagues cannot, NTO should grant access using hierarchies via the sharing settings. This option allows users above another user in the role hierarchy to have access to records owned by or shared with users below them in the hierarchy. Reference:

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

NEW QUESTION # 65

What should an administrator consider when enabling territory management? choose 3

- A. Users can only be a member of one territory at a time.
- B. Territory hierarchy must match the organization's role hierarchy.
- C. Sharing for accounts, contacts, opportunities and cases is impacted.(100%)
- D. It is permanent and cannot be disabled.(100%)
- E. It limits the type of forecasting that can be used.(100%)

Answer: C,D,E

NEW QUESTION # 66

Universal Containers uses Territory Management to manage its sales territories. Territory managers and sales representatives are at the same role level in the role hierarchy. Account and Opportunity objects are set to private.

Which three permissions should be granted to territory managers.

Choose 3 answers

- A. Transfer and Delete opportunity assigned to the territory, regardless of who owns the opportunities.
- B. Edit All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- C. View All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- D. View, Edit, Transfer, and Delete accounts assigned to the territory, regardless of who owns the accounts.
- E. Transfer All opportunities associated with accounts in the territory, regardless of who owns the opportunities.

Answer: A,B,C

NEW QUESTION # 67

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