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## Advanced-Administrator New Dumps Book, Advanced-Administrator Exam Dump

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## Salesforce Certified Advanced Administrator Sample Questions (Q39-Q44):

### NEW QUESTION # 39

Universal Containers would like to ensure that when an opportunity stage is closed lost the reason is captured in a custom reason lost field before the record can be saved.

What is the recommended approach to meet this requirement?

- A. Create a page layout for closed lost opportunities and make reason lost a required field.
- **B. Create a validation rule that requires reason lost to be populated once the opportunity stage is closed lost.**
- C. Create a trigger that requires reason lost to be populated once the opportunity stage is closed lost.
- D. Create a workflow rule that fires on the closed lost stage and populates the reason lost field.

**Answer: B**

### NEW QUESTION # 40

An Administrator is setting up a default schedule. The company sells widgets for \$10 each and has yearly contracts to deliver them on a weekly basis. Customer pays on a quarterly basis. Which type of default schedule to be setup?

- A. Default Quantity Schedule only
- B. Default Revenue Schedule only
- **C. Default Delivery and Shipping Schedule**
- D. Default Quantity and Revenue Schedule

**Answer: C**

### NEW QUESTION # 41

Capability of Collaborative Forecast and Customizable Forecast Choose 2

- A. Create custom Field
- **B. Choose monthly or quarterly**
- C. Rename Categories
- **D. Track sales quota**

**Answer: B,D**

### NEW QUESTION # 42

An administrator at Cloud Kicks has been asked to clean up old approval delete.

Which two things could prevent the process from being deleted?

Choose 2 answers

- A. The process is marked as inactive.
- **B. The process is marked as active.**
- **C. There are pending approval requests in the Recycle Bin.**
- D. There is a report in the Administrative Reports folder.

**Answer: B,C**

### NEW QUESTION # 43

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

