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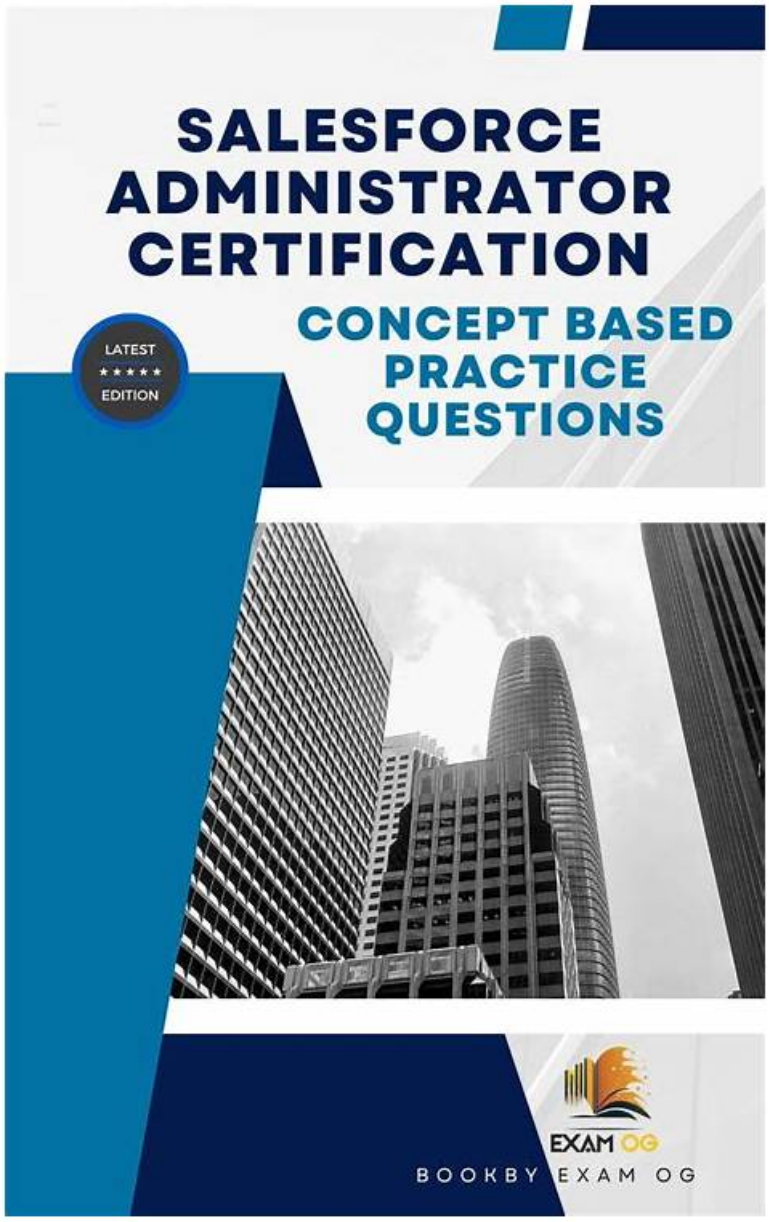

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Salesforce Certified Administrator Sample Questions (Q61-Q66):

NEW QUESTION # 61
Ursa Major Solar is setting up case assignment rules.
What are two places where the cases can be assigned? Choose 2 answers

- A. User
- B. Queue
- C. Contact
- D. Profile

Answer: A,B

NEW QUESTION # 62
How does an agent submit an article for publishing? Choose 3 answers:

- A. Re-assign an article to the publishing queue
- B. Submit an article upon closing a case
- C. Publish at-will, with "Manage Articles" profile permission
- D. Publish an article to the solution category
- E. Promote an Answer for consideration

Answer: B,C,E

NEW QUESTION # 63
What happens when an email is sent to a customer from a case?

- A. Case escalation rules are deleted
- B. Case hierarchy is reset
- C. Case escalation is reset
- D. Case assignment rules are deleted

Answer: C

NEW QUESTION # 64
How is the expected revenue calculated in the opportunity?

- A. Opportunity Amount multiplied by the probability
- B. The sales price on any line item times the probability of the opportunity
- C. Amount multiplied by the discount percent
- D. Amount multiplied by the total price of all opportunity line items

Answer: A

NEW QUESTION # 65
Cloud Kicks' executives have noticed the Opportunity Expected Revenue field displays incorrect values.
How should the administrator correct this'

- A. Change the probability associated with the stage.

- B. Update the expected revenue associated with the stage.
- C. Modify the closed won value associated with the stage.
- D. Adjust the forecast category associated with the stage.

Answer: A

NEW QUESTION # 66
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