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## Salesforce Certified Administrator Sample Questions (Q56-Q61):

NEW QUESTION # 56

The marketing team at Ursa Major Solar wants to send a personalized email whenever a lead fills out the web-to-Lead form on their website. They want to send different Message based on the Lead Industry Field Value.  
What Should an administrator configure to meet this requirement?

- A. Configure an auto response rule to email the lead.
- B. Use Validation rule to trigger workflow to email to Lead.
- C. Add a public group and process builder to email the lead.
- D. Create an assignment rule to email the lead

**Answer: A**

#### **NEW QUESTION # 57**

An Administrator wants to trigger a follow-up task for the opportunity owner when they close an opportunity as won and another task after 60 days to check in with the customer.

which two automation tools should the administrator use?

Choose 2 answers

- A. Outbound Message
- B. Field Update
- C. workflow Rule
- D. process builder

**Answer: B,D**

Explanation:

Explanation

Process builder can be used to create a record-triggered flow that executes when an opportunity is closed as won and creates a follow-up task for the owner. Field update can be used to update a date field on the opportunity that can be referenced by a time-dependent workflow rule to create another task after 60 days.

References:

[https://help.salesforce.com/s/articleView?id=sf.process\\_which\\_tool.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.process_which_tool.htm&type=5)[https://help.salesforce.com/s/articleView?id=sf.process\\_which\\_tool.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.process_which_tool.htm&type=5)

#### **NEW QUESTION # 58**

Cloud Kicks wants users to only be able to choose Opportunity stage closed won if the Lead source has been selected.

How should the administrator accomplish this goal?

- A. Configure a validation rule requiring Lead Source when the stage is set to closed won.
- B. Make Lead Source a dependent picklist to the Opportunity stage field.
- C. Change the Opportunity stage field to read only on the page layout.
- D. Modify the Opportunity stage a dependent picklist to the Lead source field.

**Answer: A**

#### **NEW QUESTION # 59**

DreamHouse Realty (DHR) wants a templated process with a mortgage calculator that generated leads for loans. DHR needs to complete the project within 30 days and has maxed out its budget for the year.

Which AppExchange item should help the administrator to meet the request?

- A. Lightning Data
- B. Lightning Community
- C. Bolt Solutions
- D. Flow Solutions

**Answer: D**

Explanation:

Explanation

Flow Solutions are pre-built flows or templates that can be installed from AppExchange and customized to meet specific business

needs. For example, Flow Solutions can provide common use cases such as lead generation, document generation, payment processing, and more. In this case, the administrator can use a Flow Solution that provides a mortgage calculator and generates leads for loans. Flow Solutions are easy to install and configure, and can help save time and budget for projects. References: [https://help.salesforce.com/s/articleView?id=sf.flow\\_solutions.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_solutions.htm&type=5)

## NEW QUESTION # 60

Universal Containers (UC) has a queue that is used for managing tasks that need to be worked by the UC customer support team. The same team will now be working some of UC's Cases.

Which two options should the administrator use to help the support team?

Choose 2 answers

- A. Create a new queue and add Cases as an available object.
- B. Use assignment rules to set the queue as the owner of the case.
- C. Add Case to the existing queue as available object.
- D. Configure a flow to assign the cases to the queue.

**Answer: B,C**

Explanation:

Explanation

Assignment rules and queue configuration are two options that should be used to help the support team work on some of UC's cases. Assignment rules can be used to automatically assign cases to a queue based on certain criteria, such as case origin or priority. Queue configuration can be used to add Case as an available object to the existing queue and specify which users or groups can access the queue. References:

[https://help.salesforce.com/s/articleView?id=sf.case\\_assignment\\_rules.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.case_assignment_rules.htm&type=5)

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## NEW QUESTION # 61

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