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Salesforce Certified Administrator Sample Questions (Q161-Q166):

NEW QUESTION # 161

Universal Containers has a private sharing model for Opportunities and uses Opportunity teams. Criteria-based sharing rules a sales rep at Universal Containers leaves the company and their user record is deactivated. The rep is later rehired in V administrator activates the old user record. The user is added to the same default Opportunity teams but h no longer able records the user worked on before leaving the company.

What is the likely cause?

- A. The records were manual shared with the user.
- B. The stage of the Opportunity records was changed to closed lost.
- C. The record type of the Opportunity records was changed.
- D. Permission sets were removed when the user was deactivated.

Answer: A

Explanation:

Explanation

The likely cause for why a rehired user is no longer able to access records they worked on before leaving the company is that the records were manually shared with the user. Manual sharing allows granting access to individual records to specific users or groups. However, manual sharing is removed when a record owner changes or when a user's role changes. When a user is deactivated, their role is removed and any manual sharing involving that user is deleted. When a user is reactivated, their role is restored but manual sharing is not. Therefore, the rehired user will not have access to records that were manually shared with them before deactivation. The stage of Opportunity records, permission sets, or record type of Opportunity records are not likely causes for why a rehired user is no longer able to access records they worked on before leaving the company. References:

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

NEW QUESTION # 162

Once an opportunity reaches the negotiation stage at cloud kicks, The Amount fields becomes required for sales users. Sales managers need to be able to move opportunities into this stage without knowing the amount.

How should the administrator require this field during the negotiation stage for sales users but allow their managers to make changes?

- A. Make the field required for all users.
- **B. Configure a validation rule to meet the criteria.**
- C. Create a formula field to fill in the field for managers.
- D. Assign the administrator profile to the managers.

Answer: B

NEW QUESTION # 163

Ursa Major Solar is noticing a decrease in deals with a cross-sell opportunity type and wants to share all cross-sell opportunities with a team of subject matter experts in their organisation. The company has different roles, and the organisation wide default opportunity is set to private.

How should the administrator accomplish this?

- **A. Add the subject matter experts to a public group and give them access to records with a criteria-based sharing rule.**
- B. Change the organisation-wide default for opportunity from private to public Read/Write to open up access for subject matter experts.
- C. Create a new role for the subject matter experts and give them access to the records with the owner-based sharing rule
- D. Enable territory management, assign the subject matter experts to the same territory, and give them access to the records with manual sharing.

Answer: A

NEW QUESTION # 164

Cloud Kicks executives have noticed the opportunity Expected revenue Field displays incorrect values.

How Should the administrator correct this?

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

Answer: D

Explanation:

Explanation

Expected revenue is calculated as Amount x Probability. If the expected revenue field displays incorrect values, it means that the probability associated with the stage is not accurate. The administrator should change the probability to reflect the actual likelihood of closing the opportunity at that stage.

References:https://help.salesforce.com/s/articleView?id=sf.forecasts3_expected_revenue.htm&type=5

NEW QUESTION # 165

Sales reps at Northern Trail Outfitters have asked for a way to change the Probability field value of their Opportunities. What should an administrator suggest to meet this request?

- A. Create a custom field on Opportunity.
- B. Configure Forecasting support.
- C. Make the field editable on page layouts
- D. Define a new Stage picklist value.

Answer: C

Explanation:

Explanation

Probability is a standard percentage field on the Opportunity object that indicates how likely an opportunity will close successfully. It is automatically calculated based on the opportunity stage unless you make it editable on page layouts. To allow sales reps to change the probability field value of their opportunities, you need to make the field editable on page layouts. References:

https://help.salesforce.com/s/articleView?id=sf.opportunity_fields.htm&type=5<https://help.salesforce.com/s/artic>

NEW QUESTION # 166

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