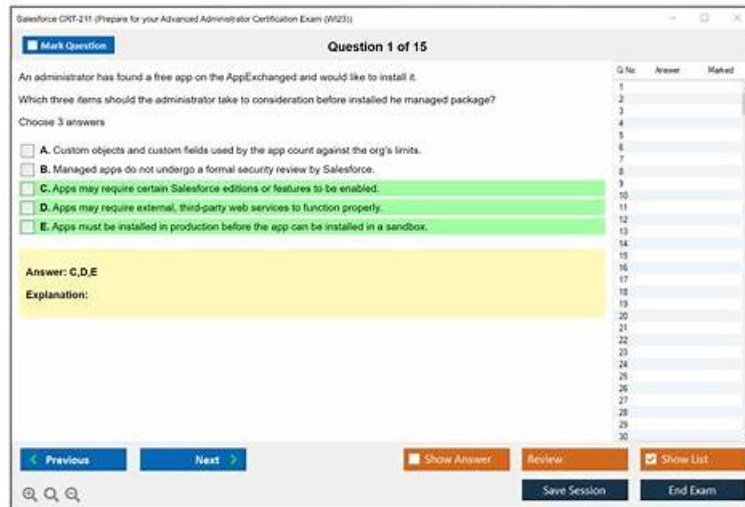


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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q66-Q71):

NEW QUESTION # 66

At Ursa Major Solar, there is a custom object called Galaxy. The sales director wants users to only see certain field market. What Lightning will satisfy this requirement?

- A. Fields component
- B. Path Component
- C. Record Detail Component
- D. Highlights Panel Component

Answer: A

Explanation:

The Fields component is a Lightning component that allows administrators to display fields from a record on a Lightning page based on certain conditions or criteria. For example, administrators can use filter logic to show or hide fields based on field values or user profiles. In this case, the administrator can use the Fields component to display fields that only apply to condos based on the value of a field that indicates the type of property. References: https://help.salesforce.com/s/articleView?id=sf.lightning_app_builder_fields.htm&type=5

NEW QUESTION # 67

Cloud Kicks users need to link multiple Case records to multiple Outcome records stored in a custom object. Any user that can view the Case record must be able to create a link. The administrator creates a Case Outcome custom object. What is the recommended option to use when adding a field to Case Outcome?

- A. Master-detail relationship with Read/Write sharing setting
- B. Lookup relationship with Ready-Only sharing setting
- C. Master-detail relationship with Read-Only sharing setting
- D. Lookup relationship with Read/Write sharing setting

Answer: A

NEW QUESTION # 68

Cloud Kicks (CK) has an email parsing tool. CK wants to ensure that when certain fields are updated, the Case Owner is notified by email.

What should the administrator use to email the Case Owner?

- A. Email-to-Case
- B. After Save Flow
- C. Before Save Flow
- D. Outbound Message

Answer: B

NEW QUESTION # 69

Cloud Kicks (CK) has a backup team of employees that helps short-staffed departments. These users could be working with sales one day and service the next. CK is implementing new Lightning record pages for each department so that they view records in a way that makes sense for each department.

How should the administrator ensure this is configured correctly?

- A. Create permission sets for each department and assign them to the backup team users.
- B. Allow the backup team users to update their own profile with Delegated Administration.
- C. Configure one app per department and activate record pages for each app.
- D. Adjust the profile of the backup users each day to align with the proper access they require.

Answer: C

NEW QUESTION # 70

Cloud Kicks (CK) typically sells its products direct to consumer and tracks sales using the Order object in Salesforce. The head of sales has now decided that CK will also sell to retail locations for resale. The administrator wants to leverage opportunities and opportunity products for these new deals.

What should the administrator do to track accurate sales data on opportunities?

- A. Add a required lookup field from the Order to the opportunity.
- B. Create new Products with the new retail pricing.
- C. Create a new Price Book for the new retail pricing.
- D. Add a new Order Process for Orders generated from opportunities.

Answer: C

A price book is a list of products and their prices that can be added to an opportunity. A product can have different prices for different markets or segments, and these prices are stored in different price books. In this case, the administrator should create a new price book for the new retail pricing and add the products that are sold to retail locations for resale. This way, the users can select the appropriate price book and products for their opportunities based on the type of customer they are selling to. References: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.products_define.htm&type=5

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