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## Salesforce Certified Advanced Administrator Sample Questions (Q194-Q199):

### NEW QUESTION # 194

Universal Containers uses a custom object to track resources called Supply Items with a lookup to Accounts.

The Supply Items records should only be visible by users that own the Account records. What sharing setting provides the correct visibility?

- A. Controlled by Parent
- B. Private
- C. Public Read Only
- D. Public Read/Write/Transfer

**Answer: A**

#### NEW QUESTION # 195

The sales VP notices several sales reps generating a contract too early in the sales stage. The help correct this Behavior, the has requested the Create Contract button only be available when the opportunity reach... negotiation stage.

How should the administrator meet this requirement?

- A. Create a custom permission.
- B. Configure dynamic action.
- C. Modify page layout.
- D. Create a validation rule.

**Answer: B**

Explanation:

Explanation

Dynamic actions are a way to conditionally display actions on a record page based on criteria such as field values, user profile, device type, or record type. Dynamic actions can help streamline the user interface and guide users to take the right actions at the right time. Dynamic actions can be used to show or hide the Create Contract button based on the opportunity stage value

#### NEW QUESTION # 196

Which two ways can an administrator review the page performance for a Lightning record page?

Choose 2 answers

- A. Pages Menu
- B. Lightning Usage App
- C. Activation Button
- D. Analyze Button

**Answer: A,D**

Explanation:

The Analyze button is a tool that allows administrators to view the performance metrics of a Lightning record page, such as load time, component count, and component type. The Pages menu is a tool that allows administrators to access the Lightning Page Performance Optimizer app, which provides recommendations and best practices for improving the performance of a Lightning record page

#### NEW QUESTION # 197

Which Visual Workflows element would you add to a flow to create a new opportunity record?

- A. Record Update
- B. Record Delete
- C. Record Lookup
- D. Record Create

**Answer: D**

#### NEW QUESTION # 198

Universal Containers is using a web-to-lead form to collect contact information on people interested in its product and wants to ensure that these leads are contacted in a timely manner. The following actions are required:

- send the lead an email with appropriate product information, depending on which product was selected on the web-to-lead form
- Assign the appropriate salesperson to be the lead owner, depending on the product selected
- create a task for the salesperson to follow up with the lead.

At a minimum, which combination of salesforce automation tools will be required to meet these requirements?

- **A. Lead assignment rule, auto response rule and workflow rules**
- B. Lead assignment rule and auto response rule.
- C. lead assignment rule and publisher action.
- D. Lead assignment rule and workflow rule

**Answer: A**

## NEW QUESTION # 199

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