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# ADM-211

## Salesforce Advance Administrator Dumps



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To prepare for the Salesforce ADX-211 certification exam, candidates can take advantage of various resources, including official Salesforce training courses, study guides, practice exams, and community support. Salesforce offers a range of training courses that cover the topics included in the exam, and candidates can also attend online or in-person training sessions to deepen their understanding of Salesforce concepts.

To prepare for the ADX-211 Exam, individuals should have a solid foundation in Salesforce administration and experience working with the Salesforce platform. There are various resources available to help individuals prepare for the exam, including Salesforce's official study guide, online training courses, and practice exams. It is essential to study and practice extensively to increase the chances of passing the exam on the first attempt.

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Salesforce is a leading customer relationship management (CRM) platform that has helped organizations across various industries to streamline their business processes and drive growth. The platform is highly customizable and can be extended to meet the specific needs of different organizations. Salesforce ADX-211 (Administer, Extend, and Automate Salesforce) Certification Exam is designed to test the skills and knowledge of professionals who are responsible for administering, extending, and automating Salesforce.

## Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q162-Q167):

### NEW QUESTION # 162

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why is the sales manager unable to view the contact?

- A. Contact sharing settings are Private.
- B. The contact has not been manually shared with the manager.
- C. The contact is NOT linked to an account.
- D. Contact sharing settings have Grant Access Using Hierarchies unchecked.

**Answer: C**

### NEW QUESTION # 163

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why can't the sales manager view the contact?

- A. Contact sharing settings are Private.
- B. The contact is not linked to an account.
- C. The contact has not been manually shared with the manager.
- D. Contact sharing settings have Grant Access Using Hierarchies unchecked.

**Answer: B**

### NEW QUESTION # 164

Cloud Kicks has organization-wide sharing defaults on the opportunity set to private. However, members of the finance team need to see closed won opportunities. The finance team members all have roles under the finance director, while the sales team members have roles under the sales manager.

Which two options should the administrator use to meet these criteria?

Choose 2 answers

- A. Create a criteria-based sharing rule where the won field = true.
- B. Make an owner-based sharing rule where the won field = true.
- C. Select all opportunities owned by the sales manager role.
- D. Share with roles and subordinates of the finance director role.

**Answer: A,D**

Explanation:

Two options that the administrator should use to meet these criteria are:

Share with roles and subordinates of the finance director role. This option allows you to grant access to records based on the role hierarchy of your org. You can share records with users who are in a specific role or in roles below that role in the hierarchy. In this case, you can share records with roles and subordinates of the finance director role, which includes all the members of the finance team.

Create a criteria-based sharing rule where the won field = true. This option allows you to grant access to records based on certain field values or formulas. You can create a criteria-based sharing rule on opportunities that grants access to records where the won field is true, which means that the opportunity stage is closed won.

The other two options are incorrect because:

Make an owner-based sharing rule where the won field = true is not an option because owner-based sharing rules do not allow you to specify field values or formulas as criteria. Owner-based sharing rules only allow you to share records based on who owns them or what role or group they belong to.

Select all opportunities owned by the sales manager role is not an option because it does not meet the criteria of sharing all closed won opportunities. It only shares opportunities that are owned by users who are in the sales manager role, regardless of their stage.

#### NEW QUESTION # 165

Cloud Kicks has updated several profiles and created a new app in the sandbox. After testing, everything is working as expected. Which two options should the administrator use to migrate these changes to production from the sandbox?

Choose 2 answers

- A. Change Data Capture
- B. Inbound Change Set
- C. Outbound Change Set
- D. Package deployment

**Answer: B,C**

Explanation:

Change sets are tools that allow administrators to move customizations such as fields, page layouts, profiles, permission sets, etc. from one Salesforce org to another. To use change sets, administrators need to establish a deployment connection between a source org (such as a sandbox) and a target org (such as production). Then, administrators can create an outbound change set in the source org that contains the components they want to deploy, and upload it to the target org. In the target org, administrators can view and validate the inbound change set before deploying it to their org. Reference: <https://help.salesforce.com/s/articleView?id=sf.changesets.htm&type=5>

#### NEW QUESTION # 166

Cloud Kicks has organization-wide sharing defaults on the opportunity set to private. However, members of the finance team need to see closed won opportunities. The Drama team members all have roles under the finance director, while the sales team members have roles under the sales manager.

Which two options should the administrator use to meet these criteria?

Choose 2 answers

- A. Create a criteria-based sharing rule where the won field = true.
- B. Share with roles and subordinates of the finance director role.
- C. Select all opportunities owned by the sales manager role.
- D. Make an owner-based sharing rule where the won field = true.

**Answer: A,B**

Explanation:

Two options that the administrator should use to meet these criteria are:

Share with roles and subordinates of the finance director role. This option allows you to grant access to records based on the role hierarchy of your org. You can share records with users who are in a specific role or in roles below that role in the hierarchy. In this case, you can share records with roles and subordinates of the finance director role, which includes all the members of the finance team.

Create a criteria-based sharing rule where the won field = true. This option allows you to grant access to records based on certain field values or formulas. You can create a criteria-based sharing rule on opportunities that grants access to records where the won field is true, which means that the opportunity stage is closed won.

The other two options are incorrect because:

Make an owner-based sharing rule where the won field = true is not an option because owner-based sharing rules do not allow you to specify field values or formulas as criteria. Owner-based sharing rules only allow you to share records based on who owns them or what role or group they belong to.

Select all opportunities owned by the sales manager role is not an option because it does not meet the criteria of sharing all closed won opportunities. It only shares opportunities that are owned by users who are in the sales manager role, regardless of their stage.

#### NEW QUESTION # 167

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