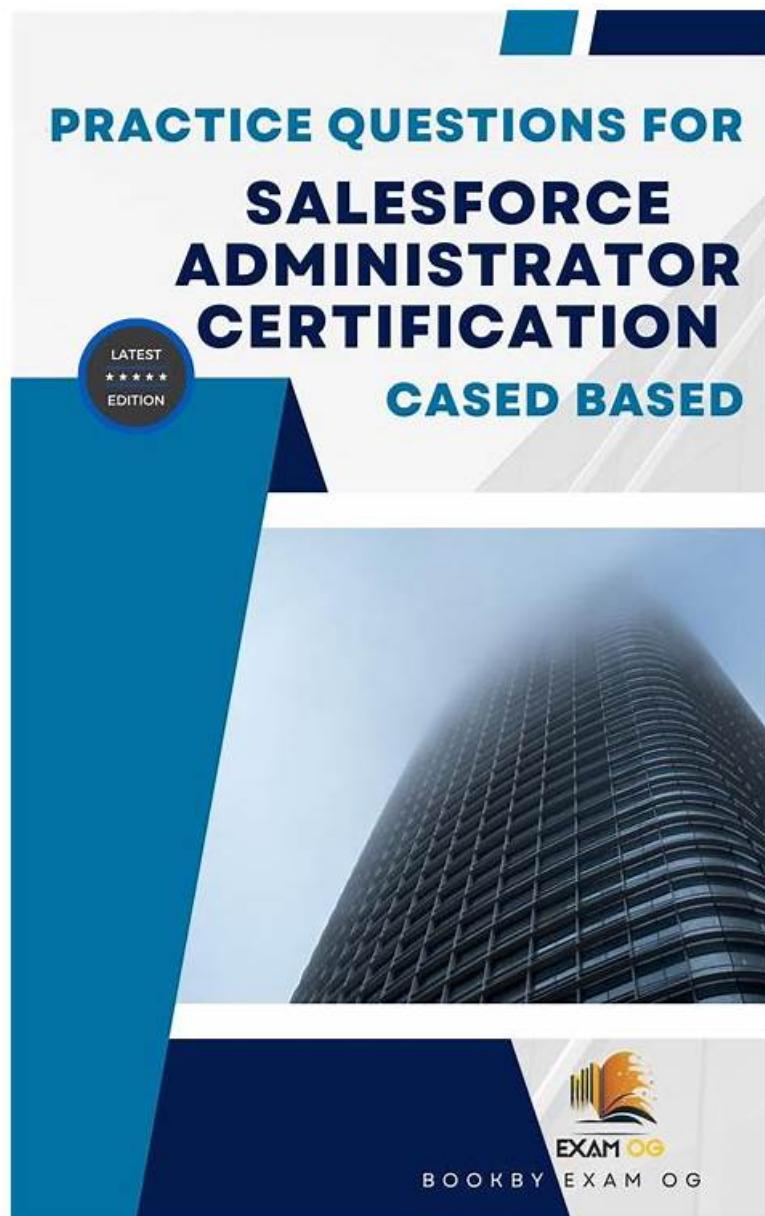


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Salesforce Certified Administrator Sample Questions (Q148-Q153):

NEW QUESTION # 148

A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest from online. The team currently does not access to the lead object.

How should an administrator provide proper access?

- A. Configure permission sets.
- B. Create a new profile
- C. Set Up Manual Sharing
- D. Assign a new role.

Answer: A

NEW QUESTION # 149

An administrator at Ursa Major Solar just learned about the AppExchange and how helpful it can be to the company's business.

Which two actions can be accomplished via the AppExchange?

'Choose 2 answers

- A. Download the Data Loader data tool.
- B. Install industry-specific solution templates.
- C. Find certified developers and consultants.
- D. Download standard Lightning components.

Answer: B,C

Explanation:

Explanation

The AppExchange is an online marketplace where customers can find apps, components, consultants, developers, and more to extend Salesforce functionality or solve specific business challenges. Some of the actions that can be accomplished via AppExchange are finding certified developers and consultants who can help with custom development or implementation projects; installing industry-specific solution templates that provide preconfigured apps, dashboards, reports etc., for various industries such as manufacturing or healthcare; downloading free tools or components that enhance productivity or user experience; browsing reviews or ratings from other customers who have used certain products or services; etc.

References: <https://appexchange.salesforce.com/>

NEW QUESTION # 150

The sales manager at Cloud Kicks approves time off for their employees. They asked the administrator to ensure these requests are seen and responded to by a backup manager while the sales manager is out on vacation.

What should administrator use to fulfill the requirement?

- A. Delegated approver
- B. Two step Approval process
- C. Delegated Administrator
- D. Approval history related list

Answer: A

Explanation:

Explanation

Delegated approver is a feature that should be used to fulfill this requirement. Delegated approver allows users to delegate their approval authority to another user for a specified period of time, such as when they are out on vacation. Users can specify which approval requests they want to delegate and who they want to delegate them to. References:

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

NEW QUESTION # 151

New leads need be routed to the correct Sales person based on the lead address.

- A. Create a formula field
- B. Use lead assignment rule
- C. Assign with an escalation rule
- D. Configure validation rule

Answer: B

Explanation:

Explanation

Lead assignment rule is a feature that can be used to route new leads to the correct sales person based on the lead address. Lead assignment rule can assign leads to users or queues based on certain criteria, such as lead source, industry, or location. Lead assignment rule can also send email notifications to the new lead owners or other recipients. References:

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

NEW QUESTION # 152

Cloud Kicks has a team of product owners that need a space to share feedback and ideas with just the product team.

How should the administrator leverage Salesforce to help the team collaborate?

- A. Create a Chatter Private Group.
- B. Configure a Chatter Public Group.
- C. Use Quick Actions to log communication.
- D. Add Activity History to document tasks.

Answer: A

NEW QUESTION # 153

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