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## **Salesforce Certified Administrator Sample Questions (Q228-Q233):**

### **NEW QUESTION # 228**

Northern Trail Outfitters (NTO) has deployed my domain. The Chief Marketing Officer wants to make sure that all of the Salesforce users log in using the branded login URL. There needs to be a grace period for the user's bookmarks to be updated. How should the administrator configure the policies in my domain settings?

- A. Set the redirect policy to Redirect with a warning to the same page within the domain.
- B. Set the login policy to require login from <https://nto.my.salesforce.com>
- C. Set the login policy to prevent login from <https://login.salesforce.com>
- **D. Set the Redirect policy to Do Not redirect.**

**Answer: D**

#### NEW QUESTION # 229

A new Sales Rep at Ursa Major has a qualified lead that is ready for conversation.

When using the Lead Conversion process, which two records can be Created?

Choose 2 answers

- A. Campaign
- B. Case
- **C. Contact**
- **D. Account**

**Answer: C,D**

Explanation:

Explanation

Account and contact are two records that can be created when using the lead conversion process. The lead conversion process converts a lead into an account, a contact, and optionally, an opportunity. References:

[https://help.salesforce.com/s/articleView?id=sf.convert\\_lead.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.convert_lead.htm&type=5)

#### NEW QUESTION # 230

Cloud Kicks want its reports to show a Fiscal Year that starts on February 1 and has 12 months.

How Should the Administrator Address this requirement?

- **A. Set the Fiscal Year to Custom and the starting month as February.**
- B. Set the Fiscal Year to Standard and the duration to 12 months.
- C. Set the Fiscal Year to Standard and the starting month as February.
- D. Set the Fiscal Year to Custom and the duration to 4 quarters.

**Answer: A**

Explanation:

Explanation

A standard fiscal year starts on January 1 and ends on December 31. A custom fiscal year can be set to start on any month and end on any month. In this case, Cloud Kicks wants its fiscal year to start on February 1 and end on January 31. This can be achieved by setting the fiscal year to Custom and the starting month to February.

Setting the fiscal year to Standard and the starting month to February will not work, as the standard fiscal year starts on January 1.

Setting the fiscal year to Custom and the duration to 4 quarters will not work, as the duration of a fiscal year is 12 months. Setting the fiscal year to Standard and the duration to 12 months will not work, as the standard fiscal year starts on January 1.

Custom fiscal years are fiscal years that follow a custom-defined structure that differs from the Gregorian calendar. They can be used by organizations that have fiscal years that start on a different month than January or have fiscal years that are divided into custom periods such as quarters or weeks. To set up a custom fiscal year that starts on February 1 and has 12 months, an administrator needs to set the fiscal year to custom and the starting month as February in the fiscal year settings. Setting the fiscal year to standard or the duration to 4 quarters does not meet the requirement of having a custom fiscal year that starts on February 1.

References: [https://help.salesforce.com/s/articleView?id=sf.admin\\_fiscal\\_year.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.admin_fiscal_year.htm&type=5)

#### NEW QUESTION # 231

Ursa Major Solar has a path on Case. The company wants to require its users to follow the status values as they are on the path.

Agents should be prohibited from reverting the Case back to a previous status.

Which feature should an administrator use to fulfill this request?

- A. Predefined Field Values
- **B. Validation Rules**

- C. Global Value Picklists
- D. Dependent Picklists

**Answer: B**

Explanation:

Explanation

To require users to follow the status values as they are on the path and prevent them from reverting back to previous status values, the administrator should use validation rules that check if the status field value is changed from one value to another value that is not allowed by business logic. For example, if status values are New > In Progress > Closed, then a validation rule can check if status is changed from Closed to In Progress or New, and show an error message if true. Predefined Field Values, Global Value Picklists, and Dependent Picklists are not able to enforce status progression or prevent status reversion.

References: [https://help.salesforce.com/s/articleView?id=sf.validation\\_rules\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5)

### NEW QUESTION # 232

An administrator at Universal Container needs an automated way to delete records based on field values.

What automated solution should the administrator use?

- A. Process Builder
- B. Automation Studio
- **C. Flow Builder**
- D. Workflow

**Answer: C**

Explanation:

Explanation

Flow Builder is a tool that can be used to create an automated way to delete records based on field values.

Flow Builder can create flows that define the logic and actions for deleting records, such as finding records that match certain criteria and deleting them in bulk. Flows can be scheduled to run at regular intervals or triggered by other events or processes. References:

[https://help.salesforce.com/s/articleView?id=sf.flow\\_builder.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_builder.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.flow\\_concepts\\_delete.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_concepts_delete.htm&type=5)

### NEW QUESTION # 233

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