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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q159-Q164):

NEW QUESTION # 159

DreamHouse Realty has a rental team and a real estate team. The two teams have different sales processes and capture different client information on their opportunities.

How should an administrator extend the Opportunity object to meet the teams' different needs?

- A. Create Opportunity Teams for the Rental and Real Estate Teams and make appropriate fields visible to only the necessary team.
- B. Add a section for Rental and a section for Real Estate on the Opportunity Master Record Type to keep the information separate.
- **C. Use separate record types, page layouts, and sales processes for the Rental and Real Estate Teams.**
- D. Leverage Opportunities for the Real Estate Team and create a new custom object for the Rental Team Opportunities.

Answer: C

Explanation:

As explained in question 4, record types allow administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By using separate record types for rental and real estate opportunities, DreamHouse Realty can capture different client information on their opportunities using custom page layouts for each record type. The record types can also determine which sales processes and paths are available for each opportunity type. Reference:

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

NEW QUESTION # 160

Universal Containers uses Enterprise Territory Management to assist with the assignment of records. Each territory has only one user assigned. A sales rep converts a lead to an opportunity and the lead owner belongs to the same territory as an account that the opportunity was converted to.

What is the expected assignment of the opportunity?

- A. A The opportunity is assigned to the same territory as the account, and the opportunity owner is the sole member of the territory.
- B. The opportunity is assigned to the same territory as the account, and the lead owner becomes the opportunity owner.
- C. The opportunity is assigned to the same territory as the account,, and the lead owner becomes the opportunity owner. The lead owner is added as an inactive member of the territory,
- D. The opportunity is assigned to the forecast manager of the territory.

Answer: A

NEW QUESTION # 161

The administrator at AW Computing has been asked to review whether any users are making configuration changes directly in production.

Which item should the administrator review to find these details?

- A. Field History Tracking
- B. Setup Audit Trail
- C. Organization-Wide Defaults
- D. Login History

Answer: B

NEW QUESTION # 162

Universal Container (UC) is considering using Communities. Each partner is associated with a product and will need a separate community?

Some partners will need to access to more than one community.

What are two consideration an administrator should be aware of?

Choose 2 answers

- A. Community license choice of member-based or login-based.
- B. The org limit of 100 communities includes active, inactive, and preview communities.
- C. Communities licenses are associated with a specific community.
- D. The org limit of 100 community does not include inactive or preview communities.

Answer: A,B

NEW QUESTION # 163

The support managers want a way to identify other cases that require similar skills or help articles. This will allow them to easily determine appropriate support agents that can assist with reoccurring customer issued.

Which two of object relationship should help accomplish this?

- A. Hierarchical Relationship
- B. indirect Relationship
- C. Master-Detail Relationship

- D. Self-Relationship

Answer: C

NEW QUESTION # 164

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