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## Salesforce Certified Administrator Sample Questions (Q83-Q88):

### NEW QUESTION # 83

User at Cloud Kicks want to see information more useful for their role on the Case page.  
How should an administrator make the pages more dynamic and easier to use?

- **A. Add Component visibility filters to the Components.**
- B. Include more tab components with filters.
- C. Delete the extra component from the page.
- D. Remove fields from the record details component.

**Answer: A**

Explanation:  
Explanation

Component visibility filters are a way to make the record pages more dynamic and easier to use by showing or hiding components based on certain criteria. For example, users can see different components based on their profile, role, record type, or field values. References:[https://help.salesforce.com/s/articleView?id=sf.app\\_builder\\_component\\_visibility.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.app_builder_component_visibility.htm&type=5)

#### NEW QUESTION # 84

Northern Trail Outfitters wants to know the average stage duration for all closed Opportunities. How should an administrator support this request?

- A. Add Formula Fields to track Stages on each Opportunity.
- B. Refresh weekly reporting snapshots for Closed Opportunities.
- **C. Run the Opportunity Stage Duration report.**
- D. Use process builder to capture the daily average on each opportunity.

**Answer: C**

Explanation:

Explanation

The Opportunity Stage Duration report is a standard report that shows how long opportunities spend in each stage before they are closed. It can be used to measure the average stage duration for all closed opportunities by grouping and summarizing the data by stage name and duration fields. Using process builder to capture the daily average on each opportunity is not feasible because it would require creating multiple fields and formulas on the opportunity object and updating them every day. Adding formula fields to track stages on each opportunity is also not practical because it would require creating multiple fields and formulas on the opportunity object and maintaining them every time a stage changes. Refreshing weekly reporting snapshots for closed opportunities is not necessary because the report can run on real-time data without snapshots.

References:

[https://help.salesforce.com/s/articleView?id=sf.reports\\_opportunity\\_stage\\_duration\\_report.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.reports_opportunity_stage_duration_report.htm&type=5)

#### NEW QUESTION # 85

An administrator at Universal Containers is reviewing current security settings in the company's Salesforce org. What Should the administrator do to prevent unauthorized access to Salesforce?

- **A. Enable multi factor authentication**
- B. Customize organization wide default
- C. Enable caching and autocomplete on login page
- D. Disable TLS requirements for sessions.

**Answer: A**

Explanation:

Explanation

Multi factor authentication (MFA) is a security feature that requires users to verify their identity using two or more factors when they log in to Salesforce. It can help prevent unauthorized access to Salesforce by adding an extra layer of protection beyond username and password. Enabling MFA can be done by administrators in the security settings or by users in their personal settings. Disabling TLS requirements for sessions, customizing organization wide defaults, or enabling caching and autocomplete on login page are not actions that would prevent unauthorized access to Salesforce; in fact, they may reduce security or have no effect on security at all.

References:[https://help.salesforce.com/s/articleView?id=sf.security\\_mfa.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.security_mfa.htm&type=5)

#### NEW QUESTION # 86

What are three characteristics of a master-detail relationship?

Choose 3 answers

- A. Permissions for the detail record are set independently of the master.
- **B. The owner field on the detail records is the owner of the master record.**
- **C. The master object can be a standard or custom object.**
- **D. Roll-up summaries are supported in master-detail relationships.**
- E. Each object can have up to five master-detail relationships.

**Answer: B,C,D**

Explanation:

Explanation

A master-detail relationship is a parent-child relationship in which the master object controls certain behaviors of the detail object. The master object can be a standard or custom object, but not all standard objects support being a master. Roll-up summaries are fields that calculate the sum, count, min, or max of child records. The owner field on the detail records is not available and is automatically set to the owner of the master record.

References: <https://www.forcetalks.com/blog/master-detail-relationship-in-salesforce/>

[https://help.salesforce.com/s/articleView?id=sf.fields\\_about\\_roll\\_up\\_summary\\_fields.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5)

### NEW QUESTION # 87

At cloud kicks sales reps use discounts on the opportunity record to help win sales on products. When an opportunity is won, they then have to manually apply the discount up the related opportunity products. The sales manager has asked if there is a way to automate this time consuming task.

What should the administrator use to deliver this requirement?

- A. Approval Process
- **B. Flow Builder**
- C. Prebuild Macro.
- D. Formula field

**Answer: B**

### NEW QUESTION # 88

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