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Salesforce Certified Advanced Administrator exam is designed for seasoned Salesforce professionals who are looking to take their skills to the next level. Advanced-Administrator Exam is intended for individuals who have already earned the Salesforce Administrator certification and are looking to further specialize in Salesforce administration. With the Advanced Administrator certification, professionals can demonstrate their advanced knowledge and skills in Salesforce administration, setting themselves apart as experts in the field.

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Earning the Salesforce Advanced-Administrator Certification is a great way to showcase your expertise in Salesforce Administration and take your career to the next level. Salesforce Certified Advanced Administrator certification demonstrates your ability to manage complex Salesforce environments, automate business processes, and implement advanced security settings. Additionally, certified Advanced-Administrators have access to a variety of job opportunities and are highly sought after by employers looking for skilled and knowledgeable Salesforce professionals.

Salesforce Certified Advanced Administrator Sample Questions (Q48-Q53):

NEW QUESTION # 48
Universal Containers uses Enterprise Territory Management to manage its sales territories. The sales managers want to see who the account is manually shared outside of territory rules. How can the system administrator meet this requirement? * (1 Point)

- A. Add the "Assigned Territories" related list to the sales page layout
- B. Add "Assign Territories" permission to the sales manager's profile
- C. Add "Manage Territories" permission to the sales manager's profile
- D. Add the "Users in Assigned Territories" related list to the sales page layout

Answer: D

NEW QUESTION # 49
Universal Containers wants to track expense reports and expense line Items. Values from expense line item records need to be aggregated and displayed on the expense record. What type of relationship should an administrator use to ensure that expense line items can be aggregated?

- A. Lookup
- B. Hierarchical
- C. Roll-up summary
- D. Master-Detail

Answer: D

NEW QUESTION # 50
How can you display a dynamic traffic light style image (Red Amber, Green) on the Lead Object, depending on a custom Lead Score field?

- A. Enable the Lead Score image field
- B. Create a workflow rule to automatically update a custom field with the relevant image
- C. Create an Image field and set a default formula using the IMAGE() function
- D. Use a formula field with the IMAGE() function

Answer: D

NEW QUESTION # 51
Sales reps at Ursa Major Solar often give discounts depending on the configuration of the solar panel system.
Customers want to know what the different configuration options are. Sales management wants to ensure the opportunity pipeline is as accurate as possible.
What should sales reps do to ensure their quotes and opportunities reflect their sales?

- A. Create a new quote record for each of the different product configurations. Sync the most likely to be purchased back to the opportunity.
- B. Update the quote record each time the customer requests a different product configuration, and clicks the sync button to update the opportunity.
- C. Use the products related list to associate the different configurations with the opportunity. Update the Amount field with the most likely purchase price.
- D. Create new opportunities for each quote request. Change the forecast category to omitted for all except the most likely to be purchased.

Answer: B

Explanation:
Creating a new quote record for each of the different product configurations and syncing the most likely to be purchased back to the opportunity will ensure that their quotes and opportunities reflect their sales. This way, sales reps can show customers different options and prices, and keep track of which one is most likely to close. Syncing a quote with an opportunity will update the opportunity amount, stage, and expected revenue fields based on the quote information. References:
https://help.salesforce.com/s/articleView?id=sf.
quotes_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.quotes_syncing.htm&type=5

NEW QUESTION # 52

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. indirect Relationship
- B. Self-Relationship
- C. Master-Detail Relationship
- D. Hierarchical Relationship

Answer: C

NEW QUESTION # 53

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