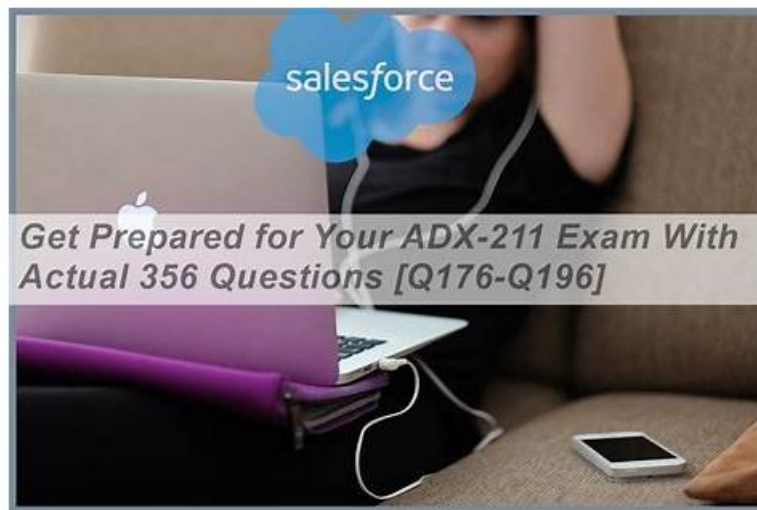


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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q131-Q136):

NEW QUESTION # 131

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. Leverage Opportunities for the Real Estate Team and create a new custom object for the Rental Team Opportunities.
- C. Use separate record types, page layouts, and sales processes for the Rental and Real Estate Teams.

- D. Add a section for Rental and a section for Real Estate on the Opportunity Master Record Type to keep the information separate.

Answer: C

Explanation:

Use separate record types, page layouts, and sales processes for the Rental and Real Estate Teams is how the administrator should extend the Opportunity object to meet the teams' different needs. Record types are a way to offer different business processes, picklist values, and page layouts to different users based on their profiles or permission sets. Page layouts are a way to control the layout and organization of fields, buttons, related lists, and other components on a record page. Sales processes are a way to define the stages that an opportunity goes through from creation to close. By using separate record types, page layouts, and sales processes for each team, the administrator can customize the opportunity object according to their different requirements and preferences.

NEW QUESTION # 132

How can additional permissions be given to a user without editing the profile itself? Choose two answers. * (1 Point)

- A. sharing rule
- B. permission set
- C. delegated administration
- D. role hierarch

Answer: B,C

NEW QUESTION # 133

Salesforce Knowledge offers administrators the ability to fully customize the way an article type displays to an end user. * (1 Point)

- A. True
- B. False

Answer: A

NEW QUESTION # 134

A request was made to import a spreadsheet of new Campaign Members. The system administrator started Data Import Wizard but the Campaign Members object was unavailable as a choice. What is causing this?

What is causing this occur?

- A. Import Wizard is only available for the Standard objects Accounts, Contacts, and Leads.
- B. The Salesforce ID field is required and was missing from the file.
- C. The Campaign Member option is only available for Update.
- D. The marketing user feature license assignment is missing on the admin's user record.

Answer: C

Explanation:

The Campaign Member option is only available for Update when using Data Import Wizard. This means that you can use Data Import Wizard to update existing campaign members with new or modified information, but you cannot use it to create new campaign members from a spreadsheet. To create new campaign members from a spreadsheet, you need to use other tools such as Data Loader, Import Wizard for Leads and Contacts, or Manage Members button on the campaign page. Reference:

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

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

NEW QUESTION # 135

An administrator is trying to deploy a change set from a newly upgraded sandbox source org with new features to a destination sandbox org on a previous release. Some metadata in the change set cannot be deployed because they've changed between releases.

What should the administrator do to deploy the changes to a sandbox?

- A. Create a new sandbox on the new release version and deploy the change set to the new org.
- B. Refresh the sandbox destination org and then deploy the change set.
- C. Submit a ticket to Salesforce to update the source org to the latest release.
- D. Make the changes manually through the user interface in the source org.

Answer: A

NEW QUESTION # 136

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