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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q51-Q56):

NEW QUESTION # 51

Sales reps at Urso 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. Update the quote record each time the customer requests a different product configuration, and clicks the sync button to update the opportunity.
- B. Create new opportunities for each quote request. Change the forecast category to omitted for all except the most likely to be purchased.
- 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 a new quote record for each of the different product configurations. Sync the most likely to be purchased back to the opportunity.

Answer: A

NEW QUESTION # 52

How should an administrator ensure the appropriate number of digits are entered into the custom encrypted field created to capture credit card numbers on the Opportunity object?

- A. Use the credit card number mask type.
- B. Enter the number of digits at the field level.
- C. Create a validation rule to ensure the length.
- D. Define the number of mask characters.

Answer: B

NEW QUESTION # 53

The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log in. The administrator would now like to look at how many users have successfully used it since it was rolled out.

What are two ways the administrator can get this information?

Choose 2 answers

- A. Export Login History and filter based off of Authentication Method Reference.
- B. Run a session setting report, specifying login methods by user.
- C. Open the Login Access Policies in Setup which shows how many users are using MFA.
- D. Create a new view in Identity Verification History, specifying Method.

Answer: A,D

Explanation:

Salesforce Authenticator is an app that adds an extra layer of security for logging into Salesforce by requiring users to verify their identity using their mobile device after entering their username and password on Salesforce login page. To see how many users have successfully used Salesforce Authenticator since it was rolled out, an administrator can use two methods:

* A) Create a new view in Identity Verification History, specifying Method.

Identity Verification History is a tool that shows information about each identity verification event for users in your org, such as the date and time, the verification method used, the IP address, and the status of the verification. By creating a new view in Identity Verification History and specifying the method as Salesforce Authenticator, an administrator can see how many users have used the app to verify their identity when logging in. References: https://help.salesforce.com/s/articleView?id=sf.identity_verification_history.htm&type=5

* D) Export Login History and filter based off of Authentication Method Reference.

Login History is a tool that shows information about each login attempt for users in your org, such as the date and time, the username, the source IP address, the login type, and the status of the login. By exporting Login History as a CSV file and filtering based on the Authentication Method Reference column, an administrator can see how many users have used Salesforce Authenticator as their authentication method when logging in.

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

NEW QUESTION # 54

Universal Containers uses a custom object to track customer complaints. The company wants to have a field on the custom object where they can include a reference to another complaint.

What types of relationship can be used to accomplish this?

- A. Master-detail
- B. Junction
- C. Lookup
- D. Hierarchical

Answer: C

NEW QUESTION # 55

An administrator wants to allow users who are creating leads to have access to the Find Duplicates button. What lead object-level permission will the administrator need to provide these users?

- A. View All
- B. Read and Edit
- C. Delete
- D. Merge

Answer: A

NEW QUESTION # 56

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Chris Crawford is a computer game designer and author of CRT-211 several game design books, including the previous edition of this book and Chris Crawford on Game Design.

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