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Salesforce Certified Administrator Sample Questions (Q80-Q85):

NEW QUESTION # 80

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 caching and autocomplete on login page
- B. Disable TLS requirements for sessions.
- C. **Enable multi factor authentication**

- D. Customize organization wide default

Answer: C

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

NEW QUESTION # 81

An administration needs to store the ID of record type of later use in a flow.

Which kind of variable should the administrator use?

- A. Record variable
- B. Text variable
- **C. ID variable**
- D. Boolean variable

Answer: C

Explanation:

Explanation

An ID variable is a type of variable that can store an ID value of a record or a record type in a flow. It can be used to store the ID of a record type for later use in a flow, such as assigning it to a record or using it in a condition. A boolean variable is a type of variable that can store a true or false value in a flow. A text variable is a type of variable that can store a text value in a flow. A record variable is a type of variable that can store one or more field values of a record in a flow.

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

NEW QUESTION # 82

The marketing team at Ursa Major Solar wants to send a personalized email whenever a lead fills out the web-to-Lead form on their website. They want to send different Message based on the Lead Industry Field Value.

What Should an administrator configure to meet this requirement?

- A. Create an assignment rule to email the lead
- B. Use Validation rule to trigger workflow to email to Lead.
- C. Add a public group and process builder to email thelead.
- **D. Configure an auto responderule to email thelead.**

Answer: D

Explanation:

Explanation

Auto response rules are a way to automatically send email responses to leads or cases based on certain criteria such as lead source, industry, etc. They can be used to send personalized emails whenever a lead fills out a web-to-lead form on a website and send different messages based on the lead industry field value. Using validation rule to trigger workflow to email the lead is not possible because validation rules cannot trigger workflows or send emails; they only prevent records from being saved if they do not meet certain criteria.

Adding a public group and process builder to email the lead is unnecessary because auto response rules can handle this requirement without additional configuration or customization. Creating an assignment rule to email the lead is also unnecessary because assignment rules are used to assign leads or cases to users or queues based on certain criteria, not send emails; although they can have email alerts as part of their actions, they are not as flexible as auto response rules for personalizing email messages.

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

NEW QUESTION # 83

Once an opportunity reaches the negotiation stage at cloud kicks, The Amount fields becomes required for sales users. Sales managers need to be able to move opportunities into this stage without knowing the amount. How should the administrator require this field during the negotiation stage for sales users but allow their managers to make changes?

- **A. Configure a validation rule to meet the criteria.**
- B. Make the field required for all users.
- C. Assign the administrator profile to the managers.
- D. Create to formula field to fill in the field for managers.

Answer: A

Explanation:
Explanation

To require the Amount field during the negotiation stage for sales users but allow their managers to make changes, the administrator should configure a validation rule that checks if the user profile is not a sales manager, the stage is negotiation, and the amount is blank. This will prevent sales users from saving the record without entering an amount, but allow sales managers to do so. Making the field required for all users will not meet the requirement. Creating a formula field or assigning the administrator profile to the managers will not affect field requirement. References:

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

NEW QUESTION # 84

Which two objects are customizable the Stage Setup Flow?

Choose 2 answers

- A. Campaigns
- **B. Leads**
- C. Campaign Members
- **D. Opportunities**

Answer: B,D

NEW QUESTION # 85

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