

# Salesforce Advanced-Administrator Practice Test - 100% Exam Passing Guarantee (2026)



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## Salesforce Certified Advanced Administrator Sample Questions (Q218-Q223):

### NEW QUESTION # 218

Universal Containers has set up a picklist dependency between region and zone on the Account object. The sales manager has requested that when a user selects a region, a zone must also be selected.

How should this be achieved?

- A. Make both picklist fields required at the field level.
- B. Set default values for both picklist fields.
- C. Create a validation rule using ISBLANK().
- D. Make the zone field required on the page layout.

**Answer: A**

Explanation:

Would like to be able to identify each account record by its region and zone.

Reference: <https://trailhead.salesforce.com/en/content/learn/v/projects/customize-a-salesforce-object/picklists-field-dependencies>

#### NEW QUESTION # 219

Universal containers is making some territory changes. In preparation for this the current lead owners have been asked to clean their lead data.

validation rules have been created to ensure that the data cleanup has occurred. the administrator is ready to transfer leads to the new owners.

which feature can be used to transfer the records and also ensure that the validation rules are triggered? choose2

- A. use the change owner list button from a list view to transfer multipleleads at one time.
- B. use the change owner link on the detail record to transfer ownership one lead at a time
- C. use the mass transfer - transfer leads feature to transfer ownership of multiple leads
- D. use the data loader to transfer ownership of all leads involved in the territory changes.

**Answer: D**

#### NEW QUESTION # 220

Which of the following data enrichment options is available to a system administrator through the Social Accounts, Contacts, and Leads feature? \* (1 Point)

- A. Use the Company's salesforce Facebook account
- B. Use Linked in to import educational background
- C. Use Facebook to import educational background
- D. Use Twitter to view recent tweets posted by a contact

**Answer: D**

#### NEW QUESTION # 221

AW Computing has a new requirement from its security team where audit information relating to an account must be recorded in a new custom object called Audit. Audit records need to be preserved for 10 years and only accessible by the audit team.

What relationship should be used to relate the Audit object to the Account object?

- A. Lookup
- B. Many-To-Many
- C. Master-Detail
- D. Self

**Answer: A**

Explanation:

In this scenario, a Lookup relationship is the most appropriate choice for relating the Audit custom object to the Account object.

This relationship allows for flexibility, especially when it comes to data retention and access control requirements, as outlined by AW Computing's security team.

\* Lookup Relationship:

\* A Lookup relationship links two objects, allowing records from the custom Audit object to be associated with the Account object. Unlike a Master-Detail relationship, it offers greater flexibility in terms of record ownership, sharing, and visibility controls, which is particularly useful for sensitive data.

\* The Lookup relationship will enable administrators to set specific permissions, ensuring that only the audit team has access to the records, as required.

\* Additionally, records in the Lookup relationship are independent. Therefore, if the Account record is deleted, the Audit record can persist, aligning with the need to retain Audit records for 10 years.

\* Preservation and Access Control:

\* Given the 10-year retention requirement, the independence of records under a Lookup relationship is ideal. It ensures that Audit records are not automatically deleted when an associated Account record is removed.

\* Access to Audit records can be restricted to the audit team by setting up custom sharing rules or permissions, which is achievable through the Lookup relationship's flexible sharing model.

Incorrect options:

\* Master-Detail: In a Master-Detail relationship, the detail (child) records are dependent on the master (parent) record. Deleting an Account would automatically delete any associated Audit records, which would conflict with the retention requirement.

\* Many-To-Many: This type of relationship involves a junction object to associate multiple records from both sides. It is not necessary in this case, as the requirement is a one-to-many relationship from Account to Audit records.

\* Self: A self-relationship would allow records within the Audit object to be related to each other. This does not apply to linking the Audit object to the Account object.

In conclusion, the Lookup relationship provides the necessary flexibility for data preservation and access control, making it the optimal choice for this requirement.

Reference: Salesforce documentation recommends using Lookup relationships when objects need to remain independent or when additional flexibility for sharing and retention is required.

## NEW QUESTION # 222

Cloud Kicks (CK) has a sneaker maintenance plan that it includes with all orders for its new line of Bluetooth-enabled custom sneakers. The sneaker maintenance plan gives each customer 6 months of phone support in case they have issues with their new sneakers. The administrator at CK is having a hard time keeping up with the work associated with managing the maintenance plan. What should the administrator do to help manage the plan?

- A. Ensure milestones are in place for the maintenance plan.
- **B. Set up and configure entitlement templates.**
- C. Create a support process for the maintenance plan.
- D. Use Flow to automatically create and assign entitlements.

### Answer: B

Explanation:

Explanation

Entitlement templates are a way to automatically create and associate entitlements with products or service contracts. They can help simplify the management of entitlements and ensure that customers receive the correct level of service. Entitlement templates can also be used to define service levels, milestones, and entitlement processes for different types of products or service contracts.

## NEW QUESTION # 223

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