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We provide the Salesforce ADX-211 exam questions in a variety of formats, including a web-based practice test, desktop practice exam software, and downloadable PDF files. Actual4test provides proprietary preparation guides for the certification exam offered by the ADX-211 Exam Dumps. In addition to containing numerous questions similar to the ADX-211 exam, the Administer, Extend, and Automate Salesforce (ADX-211) exam questions are a great way to prepare for the Salesforce ADX-211 exam dumps.

## Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q184-Q189):

#### NEW QUESTION # 184

Cloud Kicks (CK) wants the forecast numbers to be shown by territory regardless of who owns the record. CK also wants a way to forecast based on role hierarchy.

Which three options should an administrator recommend?

Choose 3 answers

- **A. Enable Territory Forecast.**
- B. Make a custom field to track the amounts for Territory and Hierarchy Forecast.
- **C. Enable Role Hierarchy Forecast.**
- D. Have the user select the forecast type listed under the Forecast Type in the Display Settings.
- **E. Modify the Territory Forecast to match the Hierarchy Forecast model.**

**Answer: A,C,E**

Explanation:

To show forecast numbers by territory regardless of who owns the record, CK should enable Territory Forecast. To forecast based on role hierarchy, CK should enable Role Hierarchy Forecast. To match the Territory Forecast to the Hierarchy Forecast model, CK should modify the Territory Forecast accordingly. Reference: [https://help.salesforce.com/s/articleView?id=sf.forecasts3\\_territory\\_forecasts.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.forecasts3_territory_forecasts.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.forecasts3\\_enable.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.forecasts3_enable.htm&type=5)

#### NEW QUESTION # 185

The operations team at Ursa Major Solar (UMS) currently tracks installations using a spreadsheet. The information captured includes customer name, address, purchase and installation dates, configuration specs, and additional installer instructions. UMS's CEO would like to utilize Salesforce to track this information instead.

Which action should the administrator take to meet this requirement?

- **A. Use Salesforce REST API to create the object and also import the data.**
- B. Use Object Manager to create the object and also import the data.
- C. Use Lightning Object Creator to create the object and also import the data.
- D. Use Schema Builder to create the object and also import the data.

**Answer: A**

#### NEW QUESTION # 186

Ursa Major Solar wants to add a chat component to its corporate website, where its service agents can respond directly from Salesforce.

What are two considerations the administrator should understand before adding Chat to the Service Console? Choose 2 answers

- A. Chat can only be added to Standard navigation Lightning apps.
- **B. Chat must be routed with Omni-Channel in Lightning Experience.**
- **C. Chat can only be added to Console navigation Lightning apps.**
- D. Chat is unavailable in Lightning Experience if also using Omni-Channel.

**Answer: B,C**

Explanation:

Chat must be routed with Omni-Channel in Lightning Experience because Omni-Channel is the only way to route chats to agents in Lightning Experience<sup>1</sup>. Chat can only be added to Console navigation Lightning apps because Chat is a console app feature and requires a console app with a console navigation style<sup>2</sup>. Reference: 1 [https://help.salesforce.com/s/articleView?id=sf.live\\_agent\\_chat\\_omnichannel.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.live_agent_chat_omnichannel.htm&type=5) 2 [https://help.salesforce.com/s/articleView?id=sf.live\\_agent\\_chat\\_app.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.live_agent_chat_app.htm&type=5)

#### NEW QUESTION # 187

Cloud Kicks has Service and Sales Manager roles that need to be able to see all Accounts. Currently, they each have their own custom profile. The organization-wide defaults are set to Private and a sharing rule share access to Accounts to the sales and service teams based on criteria.

What should the administrator do to allow the service and sales Manager to see all Accounts?

- A. Configure a custom profile for each manager that gives them view All on Accounts.

- B. Move the Service and Sales Managers higher in the role hierarchy.
- C. Set the organization-wide default for Accounts to Public Read Only.
- D. Create a permission set with view All to Accounts and assign it to the Service and Sales Managers.

**Answer: D**

Explanation:

A permission set is a collection of settings and permissions that can extend users' functional access without changing their profiles. By creating a permission set with view All on Accounts and assigning it to the service and sales managers, an administrator can grant them access to all account records in their org without modifying their existing profiles. Reference:  
[https://help.salesforce.com/s/articleView?id=sf.users\\_permissionsets.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.users_permissionsets.htm&type=5)

#### NEW QUESTION # 188

Support agents at Cloud Kicks associate Cases and Bugs so that can report on how many Cases are related to a Bug. A Bug is required to have a Case in order to be created.

Which type of object relationship will meet this requirement?

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

**Answer: B**

#### NEW QUESTION # 189

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