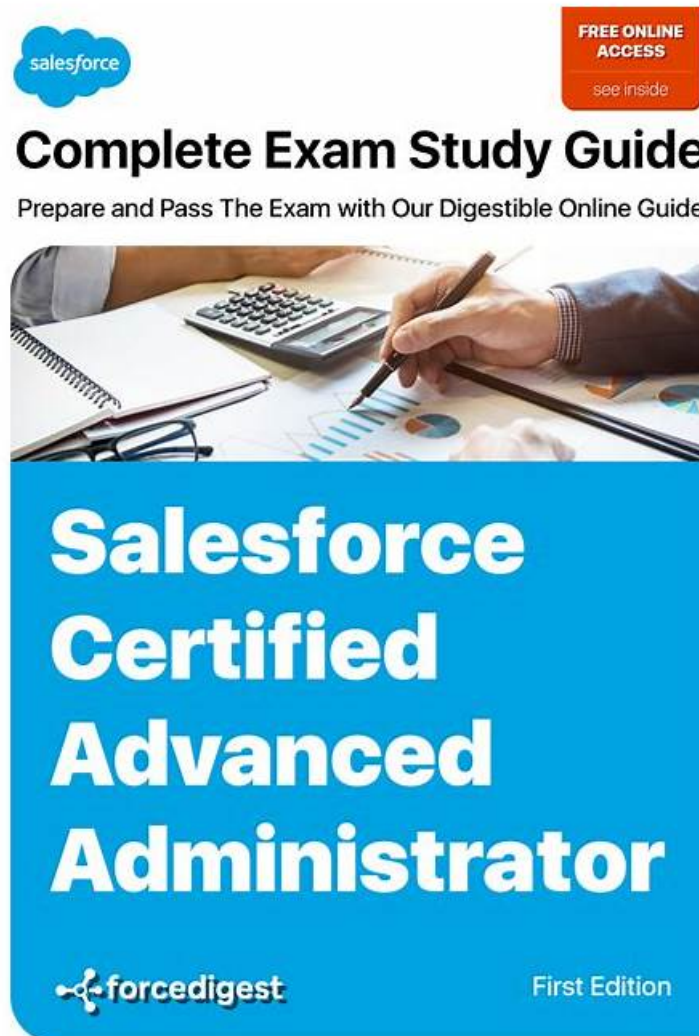


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Salesforce Certified Advanced Administrator Sample Questions (Q198-Q203):

NEW QUESTION # 198

Which of the following statements about Standard and Custom Price Books are accurate?

Choose two answers

- A. A Standard Price Book includes a master list of all Products with their associated Standard Prices.
- B. A Custom Price Book includes a master list of all Products with their associated Custom Prices.
- C. A Custom Price Book is a subset of the Products listed in the Standard Price Book.

Answer: A,C

NEW QUESTION # 199

The VP of sales at Universal Containers has reported that users are changing the stage of opportunity records that they do not own. The VP wants only the owner of an opportunity to be able to change the stage of an opportunity-wide Default are set to public read/write.

Which validation rule should the administrator use to allow only the record owner to edit the stage field?

- A. AND(PRIORVALUE (StageName), Ownerid <> \$user.id)
- B. NOT(ISCHANGED(StageName) , ownerid = \$user.id)
- C. NOT(PRIORVALUE(StageName) , Ownerid = \$user.id)
- D. AND(ISCHANGED(StageName) <> \$user.id)

Answer: D

NEW QUESTION # 200

The VP of Sales wants to enforce a new B2B sales process for the sales representatives. For example, if an opportunity is still in the Prospecting stage one day after the next stage is due, the Deal Status should change to Stalled and the number of deals stalled on the account should be incremented. Which two actions can an administrator use to automate this process? Choose two

- A. Workflow field update on the account
- B. Cross-object workflow field update
- C. Workflow Field update on the opportunity
- D. Roll-up summary field on the account

Answer: C,D

NEW QUESTION # 201

A sales rep needs to help cross-sell an opportunity but is unable to make updates on the record or update the opportunity team. Which two options would be required for a sales rep to add a rep to the opportunity team?

Choose 2 answers

- A. Transferred ownership of the Account to the sales rep
- B. A permission with Edit access on the Account object
- C. A role above the Opportunity owner in the role hierarchy
- D. Transferred ownership of the Opportunity to the sales rep

Answer: B,C

Explanation:

Explanation

To add a user to an opportunity team, you need Edit access on the account associated with the opportunity and either own the opportunity or be above the owner in the role hierarchy. References:

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

NEW QUESTION # 202

Northern Trail Outfitters (NTO) is expanding into the U.K. While most of NTO's product are the same as in the US. Pricing will vary from product due to shipping and raw material cost differences.

What should the administrator configure for a smooth rollout to the U.K.?

- A. Write a flow that translates the currency from dollars to euros using a custom Exchange Rate field.
- B. Add a new U.K Order Form that has the euro symbol instead of the dollar symbol.
- C. Create a new Price Book for the U.K product pricing.
- D. Configure a U.K Opportunity record type.

Answer: C

Explanation:

Explanation

As explained in question 3, a price book is a list of products and their prices for a specific segment of customers or market. By creating a new price book for the U.K product pricing, Northern Trail Outfitters (NTO) can offer different prices for their products in the U.K market due to shipping and raw material cost differences. The price book can also specify which currency is used for the prices, such as pounds or euros.

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

NEW QUESTION # 203

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In the present situation, you will find companies laying off their employees without any notice or prior information. They are just receiving an email and the next moment they have no access to the company network. So to avoid all this, you have to keep yourself updated with the new version of technologies and applications. You have to become one of Salesforce Certified Advanced Administrator (Advanced-Administrator) certification holders who survived the laying off situation and are still in a great position in their company. You cannot afford to lose it when you need your job the most.

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