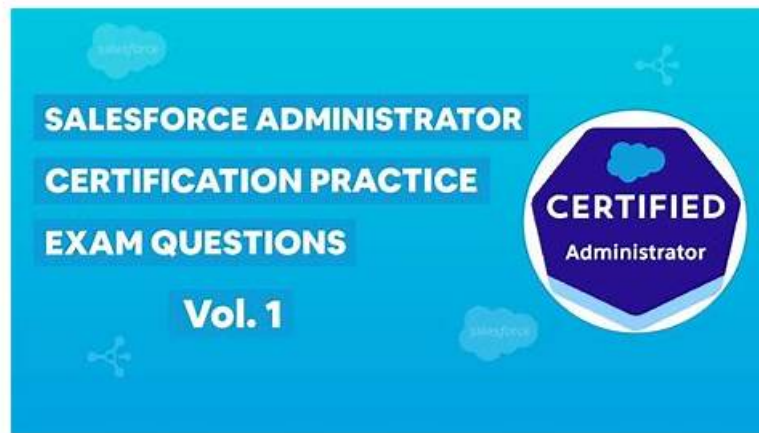# Splendid Salesforce-Certified-Administrator Exam Braindumps are from High-quality Learning Quiz - ITExamDownload

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Salesforce Certified Administrator Sample Questions (Q202-Q207):

NEW QUESTION # 202
Sales reps at Northern Trail Outfitters have asked for a way to change the Probability field value of their Opportunities. What should an administrator suggest to meet this request?

- A. Define a new Stage picklist value.
- B. Configure Forecasting support.
- C. Make the field editable on page layouts
- D. Create a custom field on Opportunity.

Answer: C

Explanation:
Explanation
Probability is a standard percentage field on the Opportunity object that indicates how likely an opportunity will close successfully. It is automatically calculated based on the opportunity stage unless you make it editable on page layouts. To allow sales reps to change the probability field value of their opportunities, you need to make the field editable on page layouts. References: https://help.salesforce.com/s/articleView?id=sf.opportunity_fields.htm&type=5https://help.salesforce.com/s/artic

NEW QUESTION # 203
The sales manager at cloud Kicks approves time off for their employees. They asked the administrator to ensure these requests are seen and responded to by a backup manager while the sales manager is out on vacation.
What should administrator use to fulfill the requirement?

- A. Delegated approver
- B. Approval history related list
- C. Two step Approval process
- D. Delegated Administrator

Answer: A

Explanation:
Explanation
Delegated approver is a feature that should be used to fulfill this requirement. Delegated approver allows users to delegate their approval authority to another user for a specified period of time, such as when they are out on vacation. Users can specify which approval requests they want to delegate and who they want to delegate them to. References: https://help.salesforce.com/s/articleView?id=sf.approvals_delegate.htm&type=5

NEW QUESTION # 204
The administrator at AW Computing wants to send off client welcome tasks and a welcome email to the primary contact automatically when an Opportunity is Closed won.
What automation tool best accomplishes this?

- A. Process Builder
- B. Approval Process
- C. Validation Rule
- D. Outbound Message

Answer: A

NEW QUESTION # 205
An administrator at Universal Containers has been asked to prevent users from accessing Salesforce from outside of their network.
What are two considerations for this configuration?
Choose 2 answers

- A. Single sign-on will allow users to log in from anywhere.
- B. IP address restrictions are set on the profile or globally for the org.
- C. Users can change their password to avoid login IP restrictions.
- D. Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.

Answer: B,D

NEW QUESTION # 206

The Sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing.

Which two features should the administrator configure?

Choose 2 answers

- A. Opportunity List View
- B. Sales Quotes
- C. Forecasting
- D. Opportunity Stages

Answer: C,D

Explanation:
Explanation
Forecasting is a feature that allows you to predict and plan the sales cycle from pipeline to closed sales, and manage sales expectations throughout your organization. Opportunity stages are the steps that an opportunity goes through as it moves from creation to close, and they determine the probability and forecast category of the opportunity. References:
https://help.salesforce.com/s/articleView?id=sf.forecasting3_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_opptystages.htm&type=5

NEW QUESTION # 207

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