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Salesforce Certified Administrator Sample Questions (Q232-Q237):

NEW QUESTION # 232

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. Create a custom field on Opportunity.
- C. Configure Forecasting support.
- **D. Make the field editable on page layouts**

Answer: D

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=5

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

NEW QUESTION # 233

Ursa Major Solar has a path on Case. The Company wants to require its users to follow the status values as they are on the path. Agents should be prohibited from preventing the case back to a previous status.

Which Feature Should an administrator use to fulfill this request?

- **A. Validation rules.**
- B. Global Value Picklists
- C. Predefined field Values.
- D. Dependent Picklists.

Answer: A

NEW QUESTION # 234

The administrator at Cloud Kicks deleted a custom field but realized there is a business unit that still uses the field.

What should an administrator take into consideration when undeleting the field?

- A. The field history will remain deleted.
- **B. The field needs to be re-added to reports.**
- C. The field needs to be re-added to page Layouts.
- D. The field needs to be restored from the recycle bin.

Answer: B

NEW QUESTION # 235

Cloud Kicks has a custom object named shoe. The administrator has been asked to ensure that when a relationship is created between Account and shoe to prevent orphaned shoe records.

What should the administrator do to complete this requirement?

- A. Create a hierarchical lookup
- B. Create an indirect lookup
- C. Create an encrypted lookup
- **D. Create a master-detail lookup.**

Answer: D

NEW QUESTION # 236

The administrator at DreamHouse Realty added an email quick action to the Case page layout and is unable to see the action on the case feed.

Which feature must be enabled to ensure the quick action will be displayed as expected?

- A. Email Notifications

- Answer: D**

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