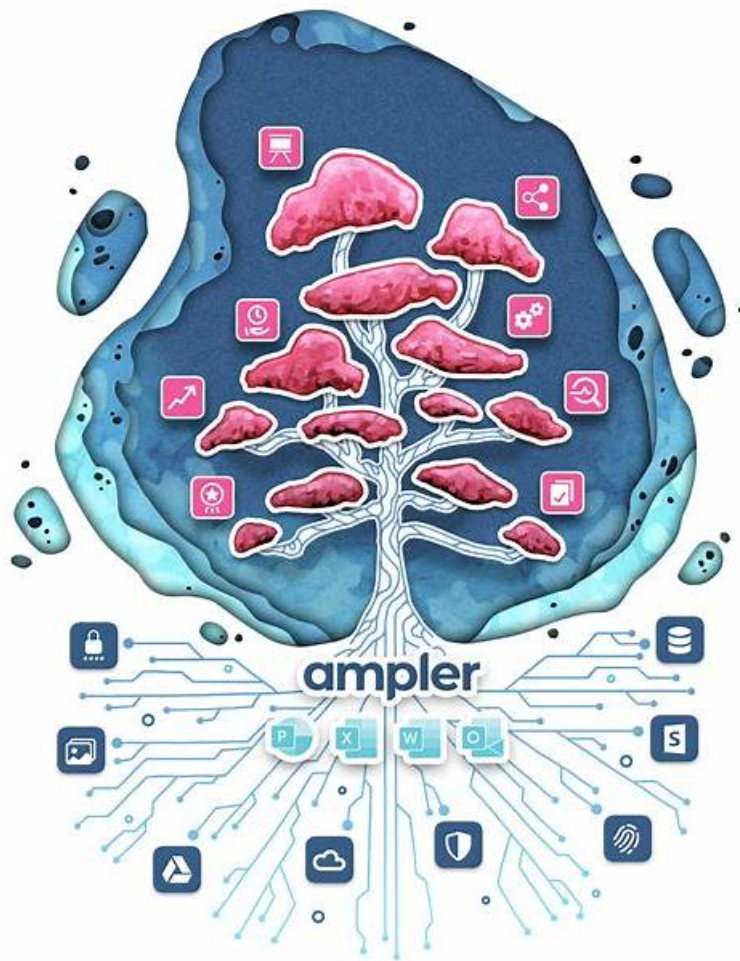


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Salesforce Certified Advanced Administrator Sample Questions (Q172-Q177):

NEW QUESTION # 172

The administrator at Cloud Kicks made new fields and page layout adjustments based on new requirements from the service team. The changes have been built in a sandbox and are ready to be deployed into production. What should an administrator do before deploying the change set in production?

- A. Request a new sandbox based on the sandbox where the changes were made.
- **B. Push the change set to another sandbox to restore from.**
- C. Make a new sandbox based on production to restore changes from.
- D. Create the fields and update the page layouts in production.

Answer: B

Explanation:

change sets are tools that allow administrators to move customizations from one Salesforce org to another.

However, change sets do not track dependencies or conflicts between components in different orgs, so administrators need to manually verify that all required components are included in the change set and that they do not overwrite existing customizations in the target org. To avoid losing changes in production due to deploying an incomplete or incorrect change set, administrators should push the change set to another sandbox first and test it there before deploying it to production. References:

<https://help.salesforce.com/s>

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

NEW QUESTION # 173

An administrator receives a request to allow users to view forecasts for opportunities with hardware products separate from opportunities that include software products. Users can have a different quota for hardware sales and software.. How should the administrator organize the products to accomplish this?

- **A. Product Name**
- B. Product Families
- C. Product Line Items
- D. Product Schedules

Answer: A

NEW QUESTION # 174

Which deployment tool can be used to deploy metadata from a Developer Edition organization to another organization? Choose 2 answers

- A. Data Loader
- B. Change sets
- **C. Force.com Migration Tool**
- **D. Force.com IDE**

Answer: C,D

NEW QUESTION # 175

Universal Containers is implementing a new lead status process and wants to be able to do the following:

- Track leads through five different status values
- Run reports showing the duration a lead spends in each status
- Run full Lifetime reports of a lead from creation to conversion
- Prevent leads from skipping a lead status

How can these requirements be met?

- A. Use an Apex Trigger to populate custom date fields for each status, and use custom formula fields for calculating duration of each status
- B. Use custom date fields and workflow rules for each status, and use custom formula fields for calculating duration of a status. Use validation rules to prevent status skipping
- C. Use field history tracking on the lead status field to track the duration of each status. Use validation rules to prevent status skipping
- **D. Use lead history reporting to track changes in the lead status field, and use custom reporting fields to calculate status duration. Use validation rules to prevent status skipping**

Answer: D

NEW QUESTION # 176

Which is the most efficient way to protect a Social Security Number that must be stored on a customer's Contact record? Select one:

- A. Page Layouts linked to Record Types.
- B. Page Layouts linked to Profiles.
- C. Page Layouts.
- **D. Field Level Security**

Answer: D

Explanation:

NOTES:

While you can remove the field in page layouts, the field will still be visible to those users in a report, list view, merge template etc. Field Level Security will prevent the user from seeing the contents of this field anywhere.

https://developer.salesforce.com/docs/atlas.en.us.securityImplGuide.meta/securityImplGuide/admin_fl.htm

NEW QUESTION # 177

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