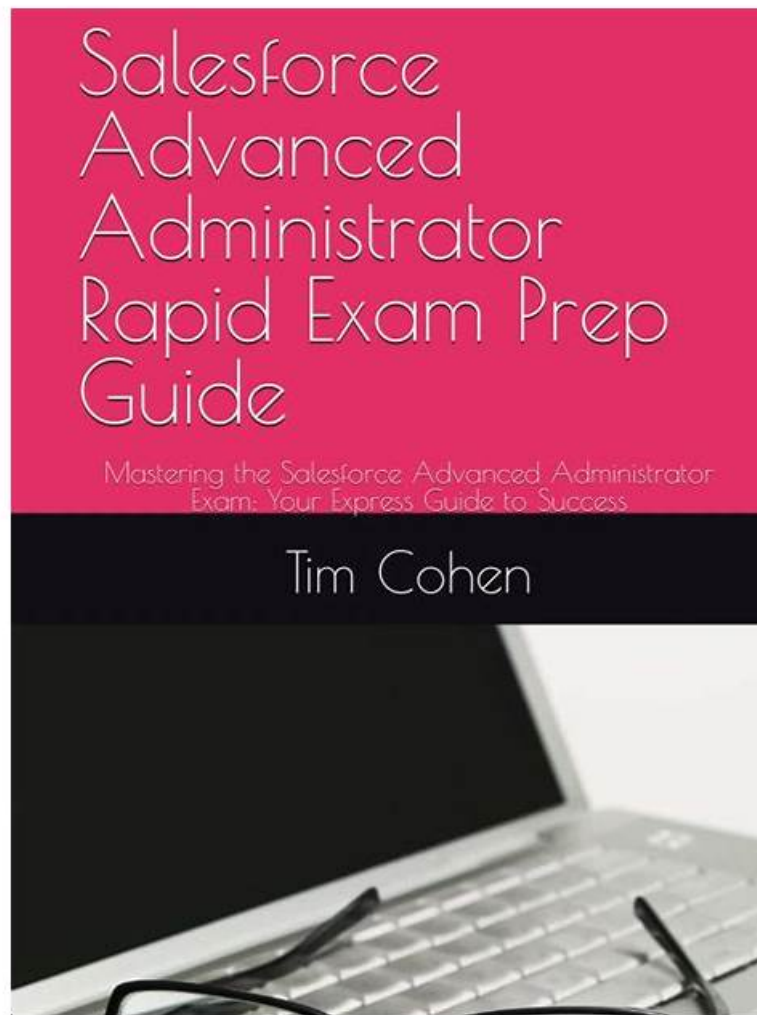


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## Salesforce Certified Advanced Administrator Sample Questions (Q94-Q99):

### NEW QUESTION # 94

Cloud Kicks (CK) has a backup team of employees that helps short-staffed departments. These users could be working with sales one day and service the next. CK is implementing new Lightning record pages for each department so that they view records in a way that makes sense for each department.

How should the administrator ensure this is configured correctly?

- **A. Configure one app per department and activate record pages for each app.**
- B. Create permission sets for each department and assign them to the backup team users.
- C. Adjust the profile of the backup users each day to align with the proper access they require.
- D. Allow the backup team users to update their own profile with Delegated Administration.

**Answer: A**

Explanation:

Configuring one app per department and activating record pages for each app will ensure that users view records in a way that makes sense for each department. An app is a collection of items that work together to serve a particular function. An app can have different record pages for different objects and profiles. By activating record pages for each app, the administrator can customize what users see based on their app context. References: [https://help.salesforce.com/s/articleView?id=sf.app\\_manager\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.app_manager_overview.htm&type=5)

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### NEW QUESTION # 95

An administrator recently implemented multi-factor authentication (MFA) with a standard security level selected. They are receiving cases that users are unable to log in.

What should the administrator do to troubleshoot?

- A. Reset the user passwords and ask them to try again.
- B. Change MF-A to High Assurance.
- **C. Check the session security level required at login on the user profile.**
- D. Temporarily disable MFA.

**Answer: C**

Explanation:

A session security level is a setting that determines how secure a user's session is based on factors such as their login method, their IP address, their browser, or their device. Administrators can configure different session security levels for different user profiles and assign different actions or permissions to each session security level.

Multi-factor authentication (MFA) is a feature that requires users to verify their identity using two or more factors of authentication when they log in to Salesforce, such as their username and password plus a verification code or an app-generated token. MFA can enhance the security of user sessions and prevent unauthorized access.

If an administrator recently implemented MFA with a standard security level selected and is receiving cases that users are unable to log in, they should check the session security level required at login on the user profile.

This setting determines what session security level users need to have when they log in based on their profile.

If this setting is higher than the standard security level, users may not be able to log in with MFA alone and may need additional factors of authentication. References:

[https://help.salesforce.com/s/articleView?id=sf.security\\_sessions.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.security_sessions.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.identity\\_mfa.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.identity_mfa.htm&type=5)

### NEW QUESTION # 96

A growing number of duplicate leads are being entered into Salesforce.

The universal containers IT department wants to give all marketing team members the ability to leverage the "find duplicates" functionality

in salesforce to reduce the number of duplicate leads in the system through merges.  
what lead object level permission is needed to allow the marketing team members to complete this task?

- A. Delete
- B. View all
- C. Read and edit
- D. Merge

**Answer: A**

#### NEW QUESTION # 97

Which of the following statements are true about the Opportunity field, "Stage"? Choose two answers.

- A. The list of default stage values cannot be edited or added.
- B. There are 10 default stage values, based on a commonly used sales methodology.
- C. There are other sales methodologies that can be downloaded from the AppExchange and used within Salesforce

**Answer: B,C**

#### NEW QUESTION # 98

The VP of Sales wants to require that the Next Step field is always updated when an opportunity stage is changed.  
How can this process be automated?

- A. Create a validation rule with the following formula: AND( ISCHANGED(ISPICKVAL(StageName)), NOT ( ISCHANGED(NextStep)))
- B. Create a validation rule with the following formula: AND( ISCHANGED(StageName), NOT( ISCHANGED (NextStep)))
- C. Create a workflow rule with the following formula: AND( ISCHANGED(StageName), NOT( ISCHANGED (NextStep)))
- D. Create a workflow rule with the following formula: AND( ISCHANGED(ISPICKVAL(StageName), ISCHANGED(NextStep))

**Answer: A**

#### NEW QUESTION # 99

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