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Salesforce Certified Administrator Sample Questions (Q24-Q29):

NEW QUESTION # 24

The sales manager at Cloud Kicks wants to set up a business process where opportunity discounts over 30% need to be approved by the VP of sales. Any discounts above 10% need to be approved by the user's manager. The administrator has been tasked with creating an approval process.

Which are two considerations the administrator needs to review before setting up this approval process?

Choose 2 answers

- A. Populate the Manager standard field on the sales users' User Detail page.

- B. Allow the submitter choose the approver manually.
- **C. Configure two separate approval processes.**
- **D. Create a custom Discount field on the opportunity to capture the discount amount**

Answer: C,D

Explanation:

Explanation

Discount is not a standard field on the Opportunity object, so you need to create a custom field to capture the discount amount or percentage for each opportunity. To set up an approval process where opportunity discounts over 30% need to be approved by the VP of sales, and any discounts above 10% need to be approved by the user's manager, you need to configure two separate approval processes with different entry criteria based on the discount field value and different approvers based on their roles.

References:

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

NEW QUESTION # 25

The administrator at Cloud Kicks writes an assignment rule to send all cases created via email or the web to the Automated Cases Queue. Any manually created cases should be owned by the agent creating them, however, the manually created cases now show the administrator as the owner.

What will the administrator find when troubleshooting this issue?

- A. An escalation rule is changing the case owner on case creation
- B. Another assignment rule is giving ownership to the administrator
- C. The Owner field is missing on the webform and email template.
- **D. The Assignment Rule checkbox is selected by default.**

Answer: D

Explanation:

Explanation

The Assignment Rule checkbox is a checkbox that appears on manual case creation pages when assignment rules are defined for cases. The Assignment Rule checkbox determines whether or not to apply assignment rules to manually created cases. If the Assignment Rule checkbox is selected by default, then any manually created cases will be assigned according to assignment rules instead of being owned by the agent creating them. To prevent this from happening, an administrator can either deselect the Assignment Rule checkbox when creating cases manually; or change the default setting for this checkbox under setup by selecting or deselecting Use active assignment rules by default.

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

NEW QUESTION # 26

Ursa Major Solar has its business hours set from 9:00 AM to 5:00 PM for the reps that are on pacific time. The reps on Eastern Time need business hours set to start 3 hours earlier to cover for support.

How should an administrator solve for this issue?

- A. Set temporary business hours for each time zone.
- **B. Create one set of business hours per time zone.**
- C. Allow the reps to set business hours manually.
- D. Adjust the current business hours to accommodate the Eastern Time Zone.

Answer: B

Explanation:

Explanation

Business hours are used to specify the days and hours when your company's employees work. You can create multiple sets of business hours for different time zones or regions and assign them to users based on their location or function. To meet the requirement of having different business hours for reps on pacific time and eastern time, you need to create one set of business hours per time zone and assign them accordingly.

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

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

NEW QUESTION # 27

Universal Containers administrator has been asked to create a many-to-many relationship between two existing custom objects. Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

- A. Create two lookup relationships on the new object.
- **B. Create a junction with a custom object.**
- **C. Create two master detail relationships on the new object.**
- D. Create URL fields on a custom object.

Answer: B,C

Explanation:

Explanation

To create a many-to-many relationship between two existing custom objects, the administrator needs to create a junction object that has two master-detail relationships, one to each of the custom objects. This will allow each record of one object to be linked to multiple records from another object and vice versa. References:

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

NEW QUESTION # 28

AW Computing would like to improve its Case Lightning record page by including:

* A filtered component to display a message in bold font when a case is saved as acriticalrecord type.

* A quick way to update the account status from the case layout.

Which two components should an administrator use to satisfy these requests?

Choose 2 Answers

- A. Related List
- B. Record details
- **C. Related Record**
- **D. Rich text**

Answer: C,D

Explanation:

Explanation

A related record component is a type of component that allows users to view and edit fields from a parent record on a child record page without leaving the page. For example, a related record component can allow users to update the account status from the case layout by selecting an account record from a drop-down list. A rich text component is a type of component that allows users to display formatted text on a record page using rich text editor tools such as bold font, bullet points, images, and links. For example, a rich text component can display a message in bold font when a case is saved as acriticalrecord type by using conditional visibility rules.

References:

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

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

NEW QUESTION # 29

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