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Salesforce is a cloud-based software company that offers a range of customer relationship management (CRM) products, including Sales Cloud, Service Cloud, Marketing Cloud, and Commerce Cloud. To ensure that its users can effectively manage and customize these products, Salesforce offers a range of certifications, including the Salesforce-Certified-Administrator (Salesforce Certified Administrator) Exam. Salesforce Certified Administrator certification is designed for individuals who have experience with Salesforce and wish to demonstrate their expertise in managing and configuring its various products.

Salesforce Certified Administrator Sample Questions (Q75-Q80):

NEW QUESTION # 75

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. Opportunity Stages
- C. Forecasting
- D. Sales Quotes

Answer: C,D

NEW QUESTION # 76

Universal Containers introduced a new product and wants to track all associated cases that get logged. They are looking for an automated solution that would give the product's two lead engineers read/write access to all new cases that reference the new product.

What should an administrator do to satisfy this requirement?

- A. Create a queue and a criteria-based sharing rule.
- B. Create a predefined case team and an assignment rule.
- C. Create an auto-response rule and a public group.
- D. Create a user-based sharing rule and an ad-hoc case team.

Answer: B

NEW QUESTION # 77

What are two considerations an administrator should keep in mind when working with Salesforce objects?

Choose 2 answers

- A. Standard objects are included with Salesforce.
- B. A new standard object can be created.
- C. Only standard objects support master-detail relationships.
- D. Custom and standard objects have standard fields.

Answer: A,B

Explanation:

Explanation

Standard objects are objects that are included with Salesforce by default, such as Account, Contact, Lead, Opportunity, etc. They have predefined fields and functionality that support common business processes.

Custom objects are objects that you create to store information that is specific to your organization or industry.

You can create new standard objects using the Object Manager in Setup.

References: https://trailhead.salesforce.com/en/content/learn/modules/data_modeling/standard_and_custom_obje

NEW QUESTION # 78

Once an opportunity reaches the negotiation stage at cloud kicks, The Amount fields becomes required for sales users. Sales managers need to be able to move opportunities into this stage without knowing the amount.

How should the administrator require this field during the negotiation stage for sales users but allow their managers to make changes?

- A. Configure a validation rule to meet the criteria.
- B. Create to formula field to fill in the field for managers.
- C. Make the field required for all users.
- D. Assign the administrator profile to the managers.

Answer: A

Explanation:

Explanation

To require the Amount field during the negotiation stage for sales users but allow their managers to make changes, the administrator

should configure a validation rule that checks if the user profile is not a sales manager, the stage is negotiation, and the amount is blank. This will prevent sales users from saving the record without entering an amount, but allow sales managers to do so. Making the field required for all users will not meet the requirement. Creating a formula field or assigning the administrator profile to the managers will not affect field requirement.

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

NEW QUESTION # 79

The administrator at Ursa Major Solar has created a custom report type and built a report for sales operation team. However, none of the users are able to access the report.

Which two options could cause this issue?

Choose 2 Answers

- A. The custom report type is in development.
- **B. The report is saved in a private folder**
- C. The org has reached its limit of custom report types.
- **D. The user's profile is missing view access.**

Answer: B,D

NEW QUESTION # 80

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