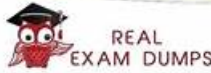


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## Salesforce Certified Administrator Sample Questions (Q36-Q41):

### NEW QUESTION # 36

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

**Answer: D**

### NEW QUESTION # 37

Universal Containers wants to track all stakeholders involved in its sales opportunities to ensure proper relationship management. Sales reps need to identify who has decision-making authority, who influences the buying process, and who serves as the primary contact for each deal. Which feature should a Platform Administrator configure to meet this requirement?

- A. Configure opportunity team members to track internal and external stakeholders.
- **B. Use contact roles on opportunities to identify stakeholder involvement and influence.**
- C. Use standard fields on opportunities to track stakeholder information.
- D. Set up account teams to track stakeholders across multiple opportunities.

**Answer: B**

Explanation:

Opportunity Contact Roles allow sales reps to link multiple Contacts to a single Opportunity and assign a specific "Role" to each, such as "Decision Maker," "Influencer," or "Economic Buyer." This provides the visibility needed to understand the "buying committee" for a deal. It also allows for the designation of a "Primary Contact." Opportunity Teams (Option A) are used to track internal staff working the deal. Account Teams (Option B) track collaboration at the account level but are not deal-specific. Standard fields (Option C) are insufficient for tracking a "one-to-many" relationship between an opportunity and multiple contacts with unique roles. Contact Roles are the standard feature designed exactly for stakeholder management in the sales process.

#### **NEW QUESTION # 38**

Cloud Kicks (CK) captures whether an opportunity should be reviewed by someone in product engineering with a checkbox field called Needs Review. CK also has a picklist field on the opportunity for Product Type. When a sales rep saves an opportunity, they need to select the Product Type or check the Needs Review box.

What should an administrator use to accomplish this?

- A. Required fields
- B. Workflow rule
- C. Before Save flow
- **D. Validation rule**

**Answer: D**

#### **NEW QUESTION # 39**

You can use cloud scheduler to send meeting invites to contacts or leads or person accounts you don't have visibility to.

- A. True
- **B. False**

**Answer: B**

Explanation:

Explanation/Reference:

You must have at least read access to the contacts, leads and person accounts that you request a meeting with.

#### **NEW QUESTION # 40**

What is Sharing Rule?

- **A. Irrelevant for Public Read / Write Organizations**
- **B. Automated rules that grant access to groups of users**
- **C. Exceptions to Org. wide Defaults**
- D. Rules given for group of user working closely on a project

**Answer: A,B,C**

#### **NEW QUESTION # 41**

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