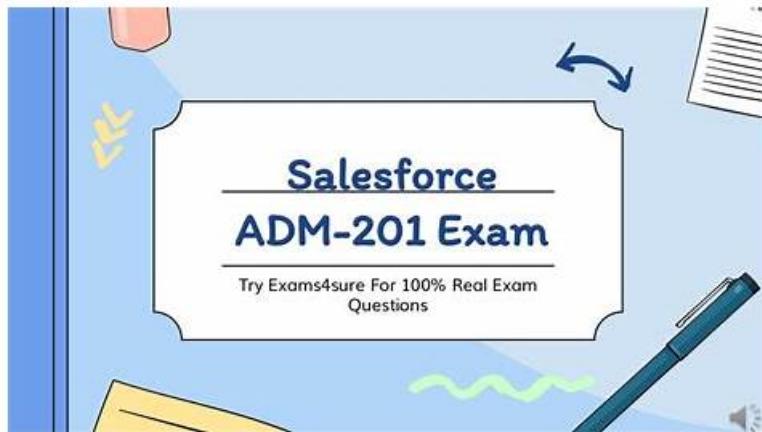


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Salesforce Certified Administrator Sample Questions (Q132-Q137):

NEW QUESTION # 132

If a company opts to use Custom Fiscal Years, they cannot use the standard forecasting option.

- A. False
- B. True

Answer: B

Explanation:
Section: Volume A

NEW QUESTION # 133

Time based workflow can be triggered every time a record is created or edited

- A. True
- B. False

Answer: B

NEW QUESTION # 134

Which of the following records can not be mass transferred?

- A. Closed Cases
- B. Closed Activities
- C. Open Activities
- D. Open Cases

Answer: B

Explanation:
Section: Volume J

NEW QUESTION # 135

A sales rep has a list of 300 accounts with contacts that they want to load at one time. Which tool should a Platform Administrator utilize to import the records to Salesforce?

- A. Data Import Wizard
- B. Data Loader
- C. Dataloader.io
- D. Manual Import

Answer: A

Explanation:

The Data Import Wizard is the ideal tool for importing a relatively small number of records (up to 50,000) when those records involve standard objects like Accounts and Contacts simultaneously. One of the unique strengths of the Data Import Wizard is its ability to handle "Account and Contact" imports in a single pass, automatically linking the contacts to the correct accounts based on name or site. Because the volume in this request is only 300 records, the Data Import Wizard provides a simple, browser-based interface that includes built-in duplicate checking, which is highly beneficial for maintaining data quality. While the Data Loader (Option D) and Dataloader.io (Option A) can also handle 300 records, they are typically reserved for much larger datasets (up to 5 million records) or more complex objects. The "Wizard" is the most user-friendly and efficient choice for this specific sales rep request.

NEW QUESTION # 136

Ursa Major Solar needs its sales users to be able to do the following:

* View their open Opportunities grouped by Stage
* View their open Opportunities grouped by source report on a dashboard component.
which report format needs to be used to accomplish this goal?

- A. Tabular
- B. Joined
- C. Matrix
- D. Summary

Answer: B

NEW QUESTION # 137

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