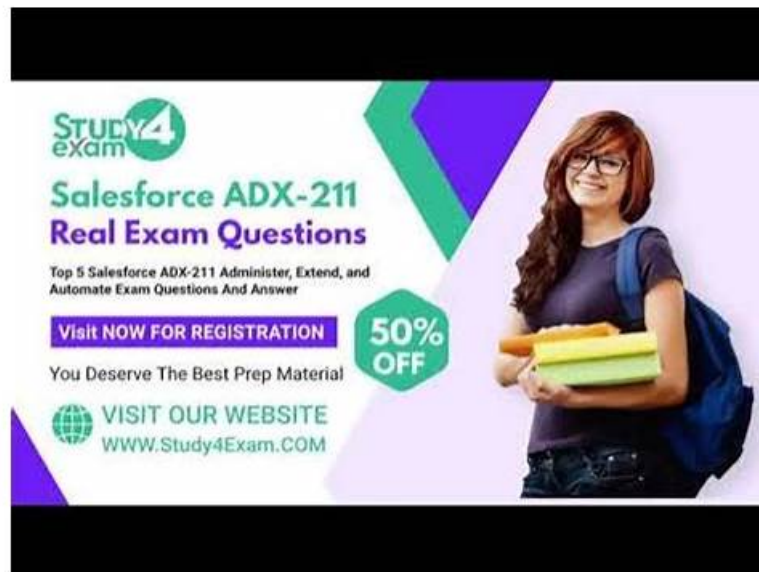# Pass Guaranteed Salesforce ADX-211 - Marvelous Administer, Extend, and Automate Salesforce Reliable Test Questions

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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q210-Q215):

NEW QUESTION # 210
Cloud Kicks (CK) typically sells Its products direct to consumer and tracks sales using the Order object In Salesforce. The head of sales has now decided that CK will also sell to retail locations for resale. The administrator wants to leverage opportunities and opportunity products for these new deals.
What should the administrator do to track accurate sales data on opportunities?

- A. Add a new Order Process for Orders generated from opportunities.
- B. Add a required lookup field from the Order to the opportunity.
- C. Create a new Price Book for the new retail pricing.
- D. Create new Products with the new retail pricing.

Answer: C

NEW QUESTION # 211
A sales manager is receiving an "insufficient privileges" error when viewing a contact. The contact owner is under the manager in the role hierarchy and
"grant access using hierarchies"is checked in their sharing settings. Why is the sales manager not able to view the contact? * (1 Point)
The contact sharing settings are controlled by the parent, and the account owner is

- A. The contact owner has NOT selected the option to share contacts with others in the role hierarchy
- B. The contact sharing settings are private, so access to the record is omitted to the contact owner and system administrator
- C. The account sharing settings are controlled by the parent, and the account owner is NOT under the sales manager's role
- D. NOT under the sales manager's role

Answer: D

NEW QUESTION # 212
A sales manager wants to edit the opportunities owned by the sales team. The manager does not have Edit access to the Opportunity object. What is a recommended solution? * (1 Point)

- A. Redefine the role hierarchy by enabling"grant access using hierarchies
- B. Create permission set and associate Edit opportunity to the user record
- C. Change the opportunity's organization-wide default setting to Public Read/Write
- D. Enable team selling on the Opportunity object to Grant Read/Writeaccess

Answer: B

NEW QUESTION # 213
AW Computing wants to embed a report chart on the Account record page that shows the value of closed sales for that account.
The chart should be limited to users in the Sales Manager role on the Account record pages.
how should this be accomplished?

- A. Filter component visibility for the Sales Manager role.
- B. Create a new page layout for the Sales Manager role.
- C. Filter component visibility for the Account ID.
- D. Create a new report and assign it to the component.

Answer: A

NEW QUESTION # 214
Ursa Major Solar (UMS) receives hundred of cases every week from both consumers and retail partners. UMS wants to ensure it's meeting all service-level agreements to maintain high levels of customer satisfaction.
What should the administrator do to help meet this goal?

- A. Configure the Milestones object on Service Contracts to sequential milestones for common case issues.
- B. Set up and configure Entitlement Process to design timelines and track issue resolution.
- C. Expose the Service Contracts object in the Service Console for an agent to view when working a case.
- D. Design a Net Promoter Score survey using Surveys that is automatically sent when a case is closed.

Answer: B

NEW QUESTION # 215

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