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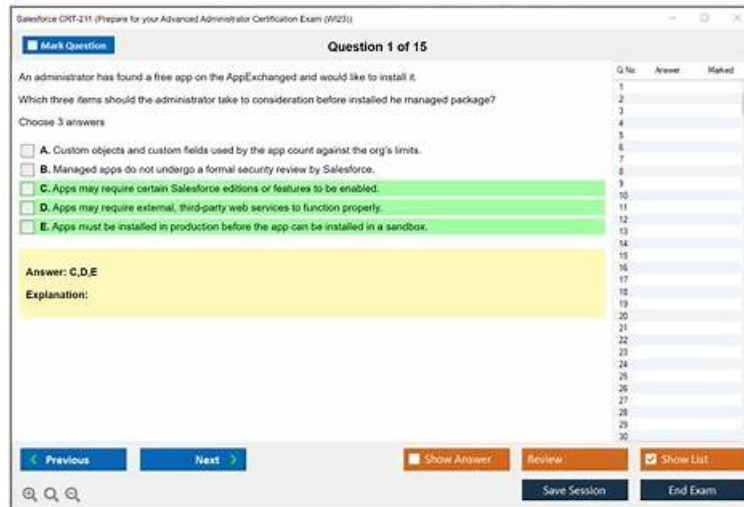

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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q138-Q143):

NEW QUESTION # 138
Which Value rolls up the hierarchy to the manager for Collaborative Forecasts?

- A. Opportunity amount
- B. Product quantity
- C. Expected revenue
- D. Quota amount

Answer: A

NEW QUESTION # 139

An administrator has initiated the process of deploying changes from a sandbox to the production environment using the Force.com IDE. What information must be supplied to the IDE during this process? Choose 3 answers

- A. The metadata components that need to be deployed
- B. The environment into which the changes can be deployed
- C. The data of the fields which are being deployed
- D. The username and password of the destination environment
- E. The related change set connection information

Answer: A,B,D

NEW QUESTION # 140

On the Contact record, if a contact has the value of 'CEO' in the Title field, the administrator wants to require the users to also put a phone number in the Phone field.
What formula should the administrator put in the Error Condition Formula of a validation rule to enable this?

- A. Title = CEO && ISBLANK(Phone)
- B. Title <> 'CEO' && NOT(ISBLANK(Phone))
- C. Title <> 'CEO' && ISBLANK(Phone)
- D. Title - 'CEO" && NOT(ISBLANK(Phone))

Answer: A

NEW QUESTION # 141

How do you create an Exception Report?

- A. Create a cross filter on the custom report type
- B. Use an Exception report type
- C. Create a cross filter on the report builder
- D. Create a custom report type with a "without" filter

Answer: C

NEW QUESTION # 142

Cloud Kicks (CK) has recently decided to use Collaborative Forecasting to optimize the accuracy and efficiency of its sales cycle. The CK sales operation manager wants to enable supervisors and their subordinates to make changes to any forecast amounts that inaccurately reflect their current pipeline.
Which two settings should be enabled to meet this requirement?
Choose 2 answers

- A. Owner adjustments
- B. Manager adjustments
- C. Payout adjustments
- D. Revenue adjustments

Answer: A,B

NEW QUESTION # 143

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