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## Salesforce Certified Administrator Sample Questions (Q62-Q67):

### NEW QUESTION # 62

Northern Trail Outfitters wants to track ROI for contacts that are key stakeholders for opportunities. The VP of Sales requested that this information be accessible on the opportunity and available for reporting. Which two options should the administrator configure to meet these requirements?

Choose 2 answers

- A. Add the Opportunity Contact Role related list to the Opportunity page layout.
- B. Customize Opportunity Contact Role.
- C. Customize Campaign Role.
- D. Add the Campaign Member related list to the Opportunity page layout.
- E. Customize Campaign Member Role.

**Answer: A,B**

Explanation:

Explanation

Opportunity contact roles allow you to track ROI for contacts that are key stakeholders for opportunities. You need to customize the contact role field and add the related list to the opportunity page layout.

References: [https://help.salesforce.com/s/articleView?id=sf.opportunity\\_contact\\_roles.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.opportunity_contact_roles.htm&type=5)  
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#### **NEW QUESTION # 63**

An administrator at Ursa Major Solar just learned about the AppExchange and how helpful it can be to the company's business. Which two actions can be accomplished via the AppExchange?

'Choose 2 answers

- A. Download the Data Loader data tool.
- B. Install industry-specific solution templates.
- C. Download standard Lightning components.
- D. Find certified developers and consultants.

**Answer: B,D**

Explanation:

Explanation

The AppExchange is an online marketplace where customers can find apps, components, consultants, developers, and more to extend Salesforce functionality or solve specific business challenges. Some of the actions that can be accomplished via AppExchange are finding certified developers and consultants who can help with custom development or implementation projects; installing industry-specific solution templates that provide preconfigured apps, dashboards, reports etc., for various industries such as manufacturing or healthcare; downloading free tools or components that enhance productivity or user experience; browsing reviews or ratings from other customers who have used certain products or services; etc. References:

<https://appexchange.salesforce.com/>

#### **NEW QUESTION # 64**

Universal Containers has two sales teams, Sales team A and Sales team B. Each team has their own role in the role hierarchy. Both roles are subordinates of the same Manager role.

How should the administrator share records owned by Sales team A with Sales team B?

- A. Owner based sharing
- B. Hierarchical sharing
- C. Use Manual sharing
- D. Criteria based sharing

**Answer: A**

#### **NEW QUESTION # 65**

The administrator at Cloud Kicks has a Custom picklist field on Lead, which is missing on the Contact when leads are converted. Which two items should the administrator do to make sure these values are populated?

Choose 2 answers

- A. Create a custom picklist field on Contact.
- B. Update the picklist value with a validation rule.

- C. Map the picklist field on the Lead to the Contact.
- D. Set the picklist field to be required on the Lead Object.

**Answer: A,C**

Explanation:

Explanation

To make sure the custom picklist field values are populated on contact when leads are converted, you need to create a custom picklist field on contact and map it to the corresponding field on lead.

References: [https://help.salesforce.com/s/articleView?id=sf.convert\\_lead\\_mapping.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.convert_lead_mapping.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.customize\\_fields.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.customize_fields.htm&type=5)

## NEW QUESTION # 66

The administrator at Ursa Major Solar has Created a new record type for customer warranty cases which two assignments should the administrator use to display the new record type to users?

Choose 2 answers

- A. Role Assignment
- B. App Manager Assignment.
- C. Profile Assignment
- D. Page layout Assignment.

**Answer: C,D**

## NEW QUESTION # 67

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