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Salesforce Certified Administrator Sample Questions (Q16-Q21):

NEW QUESTION # 16

How many Roll Up summary fields can be created in the enterprise Edition on a Custom Object?

- A. 0
- B. 1
- C. No restriction on no. of Fields

- D. 2

Answer: D

NEW QUESTION # 17

You must meet the following prerequisites before enabling territory management? Choose 2 answers

- A. You must have the Territory Manager Profile
- B. You must have the Marketing User Profile
- C. Your organization must be using customizable forecasting
- D. Follow the steps in the Deploying Territory Management Guide to prepare your organization for territory management.

Answer: C,D

NEW QUESTION # 18

Cloud Kicks (CK) has new administrator who is asked to put together a memo detailing salesforce uses to budget for upcoming license purchases.

Where Should the administrator go to find out what type of licenses CK Has purchased and how many are available.

- A. User Management settings in setup.
- B. User Licenses Related List in Company information.
- C. Search for licenses types in setup.
- D. Usage based entitlement related list in company information.

Answer: B

Explanation:

Explanation

The User Licenses related list in Company Information shows the types of licenses that have been purchased for an org and how many are available or used. It also shows the expiration date of each license type if applicable. This information can help administrators plan for license purchases and manage user access.

Searching for license types in setup does not show how many licenses have been purchased or how many are available or used.

User Management settings in setup does not show license information either, but rather settings related to user login, session, identity, etc. Usage-based entitlement related list in company information shows information about usage-based licenses such as API requests or sandboxes, but not user licenses. References:

https://help.salesforce.com/s/articleView?id=sf.users_understanding_license_types.htm&type=5

NEW QUESTION # 19

The administrator for Cloud Kicks has created a screen flow to help service reps ask the same set of questions when customers call in with issues. This screen should be visible from cases.

How should the screen flow be distributed?

- A. Page Layout
- B. Component Filter
- C. Lightning page
- D. Home page

Answer: C

Explanation:

Lightning page allows you to customize a record page and add a screen flow as a component. You can use the Lightning App Builder to drag and drop the Flow component onto the page and select the screen flow you want to display.

References: https://help.salesforce.com/s/articleView?id=sf.flow_distribute_lightning_page.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.flow_builder_overview.htm&type=5

NEW QUESTION # 20

Universal Containers wants sales reps to see the industry, annual revenue, and account owner at a glance on their mobile device. This information should be located at the top of the account record. What feature should the Administrator configure to meet this requirement?

- A. Field Set
- B. Mobile Card
- C. Page Layout
- **D. Compact Layout**

Answer: D

NEW QUESTION # 21

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