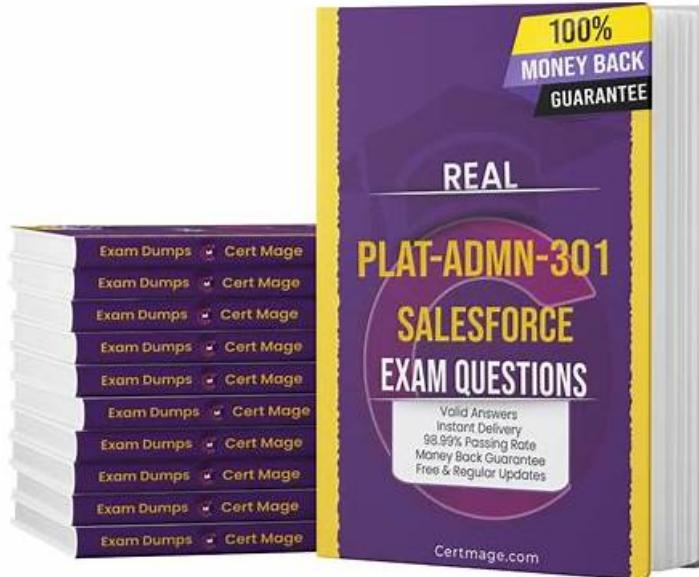


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Salesforce Certified Platform Administrator II Sample Questions (Q65-Q70):

NEW QUESTION # 65

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

Answer: D

Explanation:

A price book is a list of products and their prices that can be added to an opportunity. A product can have different prices for different markets or segments, and these prices are stored in different price books. In this case, the administrator should create a new price book for the new retail pricing and add the products that are sold to retail locations for resale. This way, the users can select the appropriate price book and products for their opportunities based on the type of customer they are selling to. References:

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

NEW QUESTION # 66

An administrator at AW Computing is trying to track the login history for a specific user. The AW Computing org has 150,000 users and multi-factor authentication (MFA) is enabled and enforced for all users. In reviewing the Identity Verification History data, the administrator is unable to find any information for the mentioned user. The user used to log in regularly but has been inactive this quarter.

Which two reasons explain why the user's data is missing from Identity Verification History?

Choose 2 answers

- A. Identity Verification History stores the last year's worth of data.
- B. User belongs to a specific role for which identity verification data is not stored.
- C. **Up to 20,000 records of users' identity verification attempts are stored.**
- D. **The last 6 months worth of data is stored in the Identity Verification History.**

Answer: C,D

Explanation:

Identity Verification History stores up to 20,000 records of users' identity verification attempts for various features that require MFA, such as logging in from an unknown browser or device, resetting a password, or changing personal information. The data is stored for up to 6 months and then deleted automatically.

Therefore, if a user has been inactive for more than 6 months or if there are more than 20,000 records in total, their data may be missing from Identity Verification History. References: https://help.salesforce.com/s/articleView?id=sf.identity_verification_history.htm&type=5

NEW QUESTION # 67

The sales VP notices several sales reps generating a contract too early in the sales stage. The help correct this behavior, the has requested the Create Contract button only be available when the opportunity reaches the negotiation stage.

How should the administrator meet this requirement?

- A. Modify page layout.
- B. **Configure dynamic action.**
- C. Create a validation rule.
- D. Create a custom permission.

Answer: B

Explanation:

Dynamic actions are a way to conditionally display actions on a record page based on criteria such as field values, user profile, device type, or record type. Dynamic actions can help streamline the user interface and guide users to take the right actions at the right time. Dynamic actions can be used to show or hide the Create Contract button based on the opportunity stage value

NEW QUESTION # 68

AW Computing continues to grow and has concerns about the volume of sensitive data being stored in its org. The administrator suggests utilizing Salesforce Shield.

What should the team consider before Implementing Salesforce Shield?

- A. Paused flows can cause data to be saved in an unencrypted state.
- B. Einstein Lead Scoring is available on encrypted fields.
- C. Shield Platform Encryption can be used with custom metadata types.
- D. Encrypted fields are to be referenced in flows.

Answer: A

Explanation:

Paused flows can cause data to be saved in an unencrypted state because when a flow pauses, Salesforce saves its state and any data it has collected in a flow interview object, which is not encrypted by Shield Platform Encryption. References:

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

NEW QUESTION # 69

The administrator at Ursa Major Solar has set up IT policies for all user passwords to be a minimum length of 3 characters and have an expiration period of 90 days. The security team recently decided that administrators of any system should have a 15-character minimum password with a 30-day expiration period.

Where should the administrator make this change?

- A. Password Policies on the System Administrator profile .
- B. Session Settings on the User record
- C. Password complexity requirements on the permission set
- D. Organization-wide password policies

Answer: A

Explanation:

Password Policies on the System Administrator profile is a feature that allows administrators to set different password requirements for users with different profiles. Password Policies can specify the minimum length, complexity, expiration period, history enforcement, lockout interval, and warning message for passwords.

Password Policies can be used to enforce stricter password requirements for system administrators than for other users

NEW QUESTION # 70

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