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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q14-Q19):

NEW QUESTION # 14
A user at Universal Conta ners wants to load records Intc a custom object named Location drom a .csv file. While using Data Loader, they cannot find the Location object.
What are two reasons this is happening?
Choose 2 answers

- A. Data Loader should only be used with standard objects.
- B. Location has a master-detail field to Account.
- C. The label of Location may have been changed.
- D. The users orofile needs create access to Location.

Answer: B,D

NEW QUESTION # 15
Cloud Kicks has an export of Order and Order Item data from an enterprise resource planning (ERP) system. The data must be imported into the Salesforce Order and Order Product objects, while maintaining the relationships in the data.
What are two ways the administrator should load the data?
Choose 2 answers

- A. Replace the Salesforce record ID with the External ID.
- B. Use an Insert operation to load data.
- C. Map an External ID data value to the object.
- D. Use an Upsert operation to load data.

Answer: C,D

NEW QUESTION # 16
AW Computing organizes Its sales regions as East, Central, and West. Each region has sales reps, a sales director, and sales operations members. The organization-wide default for all objects is set to Private. Members of the operations team for the East region need access to all the accounts and opportunities in the region.
How should the administrator configure this requirement?

- A. Share an Opportunity sharing the with a public group containing the East operations profile.
- B. Instruct the operations team members to add themselves to the account teams.
- C. Utilize territory management to add the operations team to the East territory.
- D. Assign to a role in the role hierarchy positioned above the East sales director.

Answer: C

Explanation:
Territory management is a feature that allows you to grant access to accounts and opportunities based on criteria such as geography, industry, product line, or customer size. A territory is a grouping of accounts and users that represents a market segment or business unit. In this case, the administrator should utilize territory management to add the operations team to the East territory, which contains all the accounts and opportunities in the East region. This way, the operations team members can access all the records in their territory regardless of who owns them or what the organization-wide default is. Reference: https://help.salesforce.com/s/articleView?id=sf.territories_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.territories_define.htm&type=5

NEW QUESTION # 17

The Marketing Manager has requested that a field be added to each account that displays the number of contacts associated with that account. The manager wants to use this field as part of an email marketing segmentation strategy. How can this requirement be met?

- A. Create a custom formula field on the account using the count() function to count the number of related contacts.
- B. Create a roll-up summary field that counts the number of contacts and displays that count on the account.
- C. Create a custom field on the account. Use a workflow rule to update the field when contacts are added or deleted.
- D. Create a custom field on the account. Use an Apex trigger to update the field when contacts are added or deleted.

Answer: B

NEW QUESTION # 18

Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently, usrrs have noted that their pages take a long time to load and it's starting to negatively impact their experience. What should the administrator do to help diagnose where improvements can be made?

- A. Use the Apex debugger while loading a customer record.
- B. Check the debug logs found in the Environment section of Setup.
- C. Click Analyze from the Lightning App Builder toolbar.
- D. Review the debug logs from the Developer Console.

Answer: C

Explanation:
The Analyze feature in the Lightning App Builder toolbar is a tool that helps you optimize the performance of your record pages by providing recommendations and insights on how to improve page load time and user experience. It can help you identify which fields and components are taking the most time to load and suggest ways to reduce their impact. You can also compare your page performance with other pages in your org or with Salesforce best practices. Reference: https://help.salesforce.com/s/articleView?id=sf.lightning_page_optimize.htm&type=5

NEW QUESTION # 19

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