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## Salesforce Certified Advanced Administrator Sample Questions (Q26-Q31):

### NEW QUESTION # 26

What should an administrator consider when enabling Territory Management? Choose 2 answers

- A. It limits the type of forecasting that can be used
- B. Sharing accounts, contacts, opportunities, and cases is impacted
- C. Territory hierarchy must match the organization's role hierarchy
- D. Users can only be a member of one territory at a time

**Answer: A,B**

### NEW QUESTION # 27

AW Computers has enabled the feature for Contact to multiple Accounts. A rep is trying to remove the primary Account from a

Contact but is unable to do so. The administrator has already updated the page layout to no longer require an Account. What could be the issue?

- A. The Contact has indirect relationships to other Accounts.
- **B. A primary Account relationship is required on a Contact regardless of the page layout settings.**
- C. The Account Contact relationship record needs to be deleted first in order to disassociate the Contact from the Account.
- D. Private Contacts need to be enabled in Setup.

**Answer: B**

Explanation:

A primary account relationship is a feature that allows you to link a contact to a single account as its primary account. A primary account relationship is required on a contact regardless of the page layout settings or the contact to multiple accounts feature. This means that you cannot remove the primary account from a contact, but you can change it to another account. You can also add secondary accounts to a contact if you have enabled the contact to multiple accounts feature. References:

[https://help.salesforce.com/s/articleView?id=sf.contacts\\_multiple\\_accounts.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.contacts_multiple_accounts.htm&type=5)

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### NEW QUESTION # 28

An administrator created a new custom object. When trying to upload new records to the custom object using Date Loader, they are unable to see the new custom object in the list of available objects.

What should the administrator do to resolve the issue?

- A. Ensure Allow Sharing is checked on the custom object.
- B. Assign a permission set to give them access to the new object.
- C. Check the Field-Level Security of the new custom object's Name field.
- **D. Confirm the object is marked as deployed and not in development.**

**Answer: D**

Explanation:

Explanation

Confirm the object is marked as deployed and not in development is what the administrator should do to resolve the issue. A custom object can be marked as deployed or in development depending on its readiness for use. A custom object that is marked as in development is not visible to users or available for data import or export. A custom object that is marked as deployed is visible to users and available for data import or export.

Therefore, the administrator should make sure that the new custom object is marked as deployed before using Data Loader to upload records to it

### NEW QUESTION # 29

Universal Containers wants to track expense reports and expense line items. Values from expense line item records need to be aggregated and displayed on the expense record.

Which type of relationship should an administrator use to ensure that expense line items can be aggregated?

- A. Hierarchical
- **B. Master-detail**
- C. Lookup
- D. Roll-up summary

**Answer: B**

### NEW QUESTION # 30

Universal Containers is implementing a new lead status process and wants to be able to do the following:

- \* Track leads through five different status values.
- \* Run reports showing the duration a lead spends in each status.
- \* Run full Lifetime reports of a lead from creation to conversion.
- \* Prevent leads from skipping a lead status.

How can these requirements be met?

- A. Use custom date fields and workflow rules for each status, and use custom formula fields for calculating duration of a status. Use validation rules to prevent status skipping.
- B. Use lead history reporting to track changes in the lead status field, and use custom reporting fields to calculate status duration. Use validation rules to prevent status skipping.
- C. Use field history tracking on the lead status field to track the duration of each status. Use validation rules to prevent status skipping.
- D. Use an Apex trigger to populate custom date fields for each status, and use custom formula fields for calculating duration of each status.

**Answer: A**

## NEW QUESTION # 31

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