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Salesforce Certified Administrator Sample Questions (Q109-Q114):

NEW QUESTION # 109
Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.
How should the administrator deliver this requirement?

- A. An autolaunched flow on the account page that updates all open orders shipping addresses whenever the account shipping addresses changes.
- B. A screen flow on the order page that lets the reps choose the updated account shipping address in all open associated orders
- C. A screen flow on the account page that lets the reps choose the updated account shipping address in all open associated orders
- D. An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.

Answer: C

Explanation:
Explanation
To update the shipping address on selected orders associated with an account when the shipping address is changed on the account, the administrator should create a screen flow on the account page that lets the reps choose which orders they want to update with the new address. This will give them more control and flexibility over which orders are affected by the change. An autolaunched flow on either object will not allow reps to select specific orders, and may cause unwanted updates or errors. A screen flow on the order page will not be able toupdate multiple orders at once.
References:https://help.salesforce.com/s/articleView?id=sf.flow_build_screen.htm&type=5

NEW QUESTION # 110
Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options.
What should an administrator configure to meet these requirements?

- A. Validation rules that ensure that users are entering accurate sales stage information.
- B. Public groups to limit record types and sales processes for opportunities.
- C. Different page layouts that control the picklist values for the opportunity types.
- D. Separate record types and Sales processes for the different types of opportunities.

Answer: D

Explanation:
Explanation
Record types and sales processes allow you to have different page layouts, fields, required fields, and picklist values for different types of opportunities.
References:
https://www.salesforceben.com/salesforce-record-types/https://trailhead.salesforce.com/content/learn/projects/cre

NEW QUESTION # 111
Once an opportunity reaches the negotiation stage at cloud kicks, The Amount fields becomes required for sales users. Sales managers need to be able to move opportunities inti this stage without knowing the amount.
How should the administrator require this field during the negotiation stage for sales users but allow their managers to make changes?

- A. Make the field required for all users.
- B. Create to formula field to fill in the field for managers.
- C. Assign the administrator profile to the managers.
- D. Configure a validation rule to meet the criteria.

Answer: D

Explanation:
Explanation
To require the Amount field during the negotiation stage for sales users but allow their managers to make changes, the administrator should configure a validation rule that checks if the user profile is not a sales manager, the stage is negotiation, and the amount is blank. This will prevent sales users from saving the record without entering an amount, but allow sales managers to do so. Making the field required for all users will not meet the requirement. Creating a formula field or assigning the administrator profile to the managers will not affect field requirement. References:
https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

NEW QUESTION # 112
Cloud Kicks users are seeing error messages when they use one of their screen flows. The error messages are confusing but could be resolved if the users entered more information on the account before starting the flow.
How should the administrator address this issues?

- A. Create a permission set to allow users to bypass the error.
- B. use a fault connector and display a screen with text explaining what went wrong and how to correct it.

- C. Remove validation rules so that the users are able to process without complete records.
- D. Uncheck the end user Flow Errors box in setup.

Answer: B

Explanation:
Explanation
Fault connector and screen component are two features that can be used to address the issue of users seeing error messages when they use one oftheir screen flows. Fault connector can be used to handle errors that occur when a flow element fails, such as a record create or update element. Screen component can be used to display a message to the user with text explaining what went wrong and how tocorrect it. References:
https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_connector_fault.htm&type=5https://help.sale

NEW QUESTION # 113
Aw Computing needs to capture a loss reason in rich text field when an opportunity is Closed lost.
How should an administrator configure this requirement?

- A. Configure a workflow rule to display an error if Loss Reason is blank
- B. Create a validation rule to display an error if stage is Closed lost and Loss Reason is blank.
- C. Check the required checkbox on the Loss Reason field in Object Manger.
- D. Select the requirement checkbox next to the loss reason field on the page layout.

Answer: B

Explanation:
Explanation
Validation rule is a tool that can be used to enforce data quality and business logic by preventing users from saving records that do not meet certain criteria. In this case, a validation rule can be created on the Opportunity object to display an error message if the Stage field is Closed lost and the Loss Reason field is blank.
References: https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

NEW QUESTION # 114
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