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## Salesforce Certified Platform Administrator II Sample Questions (Q73-Q78):

### NEW QUESTION # 73

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

**Answer: D**

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. References: [https://help.salesforce.com/s/articleView?id=sf.territories\\_overview.htm&type=5](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](https://help.salesforce.com/s/articleView?id=sf.territories_define.htm&type=5)

**NEW QUESTION # 74**

Person accounts were recently activated at Cloud Kicks.

There are three record types for accounts:

- \* B2B customer
- \* B2C Customer
- \* External Partner

There are two record types for leads:

- \* B2B Lead
- \* B2C Lead

The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2B Customer and External Partner account record types are available choices on the Conversion Layout.

What should the administrator do to correct this issue?

- A. **Build a process that updates the record type field to B2C Customer after conversion.**
- B. Hide the Record Type field on the Account section of the Conversion Layout.
- C. Use a validation rule to ensure the company name on B2C Leads is blank.
- D. Change organization-wide default settings for contacts to Controlled by Parent.

**Answer: A**

Explanation:

Building a process that updates the record type field to B2C Customer after conversion will correct this issue.

The conversion layout for person accounts does not allow selecting different record types for accounts and contacts. The default record type for person accounts is determined by the organization-wide default settings.

However, a process can be triggered after conversion to update the record type field based on the lead record type or other criteria.

References: [https://help.salesforce.com/s/articleView?id=sf.convert\\_leads\\_considerations.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.convert_leads_considerations.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.convert\\_leads\\_mapping.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.convert_leads_mapping.htm&type=5)

**NEW QUESTION # 75**

An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members.

What should the administrator configure?

- A. Enable Account Teams and grant Read record-level access to account team members for the Account object
- B. Update the profile Account object to Modify All.
- C. Set organization-wide sharing for Account as Public Read Only.
- D. **Create a Sharing Rule on the Account object for all members of the account services role to have Read /Write access.**

**Answer: D**

Explanation:

Sharing rules are automatic exceptions to organization-wide sharing settings that grant additional access to records based on record ownership or criteria. By creating a sharing rule on the Account object for all members of the account services role to have Read/Write access, the administrator can allow users in that role to edit and change ownership of Accounts owned by any of their team members, regardless of the organization-wide sharing setting for Account. References:  
[https://help.salesforce.com/s/articleView?id=sf\\_security\\_sharing\\_rules.htm&type=5](https://help.salesforce.com/s/articleView?id=sf_security_sharing_rules.htm&type=5)

#### NEW QUESTION # 76

Cloud Kicks (CK) completed a project in a sandbox environment and wants to migrate the changes to production. CK split the deployment into two distinct change sets. Change set 1 has new custom objects and fields. Change set 2 has updated profiles and automation.

What should the administrator consider before deploying the change sets?

- A. Automations need to be deployed in the same change set in order to be activated.
- B. The Field-Level Security will not be deployed with the profiles in change set 2.
- C. Change set 2 needs to be deployed first.
- D. Both change sets must be deployed simultaneously.

#### Answer: B

Explanation:

When deploying profiles using change sets, the field-level security settings are not included unless the fields themselves are also part of the change set. Therefore, the administrator should consider adding the new custom fields to change set 2 along with the profiles, or manually adjust the field-level security after deployment. References: [https://help.salesforce.com/articleView?id=changesets\\_about\\_components.htm&type=5](https://help.salesforce.com/articleView?id=changesets_about_components.htm&type=5)

#### NEW QUESTION # 77

AW Computing is running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.

What should the administrator recommend for these requirements?

- A. Implement CPQ.
- B. Create a separate price book.
- C. Enable Subscriptions.
- D. Remove the approval process.

#### Answer: A

Explanation:

A price book is a list of products and their prices for a specific segment of customers or market. By creating a separate price book for the special bundle deal on monitors and keyboards, AW Computing can offer different prices for these products without affecting their standard prices or requiring VP approval. The price book can also specify which products are included in the bundle and which are not. References: [https://help.salesforce.com/s/articleView?id=sf.products\\_pricebooks\\_def.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5)

#### NEW QUESTION # 78

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