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Salesforce Certified Administrator Sample Questions (Q20-Q25):

NEW QUESTION # 20

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

Answer: C

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 # 21

Northern trail Outfitter wants to use contract hierarchy in its or to display contact association. What should the administrator take into consideration regarding the contact hierarchy?

- A. Contact Hierarchy is limited to only 3,000 contacts at one time.
- B. Sharing setting are ignored by contacts displayed in the Contact Hierarchy.
- C. Contacts displays in the contact hierarchy are limited to record-level access byUser.
- D. Customizing hierarchy columns changes the recently viewed Contacts list view.

Answer: C

Explanation:

Explanation

The contact hierarchy is a feature that allows users to view contacts related to an account in a hierarchical tree structure based on their role or position within the account. The contact hierarchy respects record-level access by user, meaning that users can see only those contacts that they have access to based on their profile permissions and sharing settings. The other options are incorrect because contact hierarchy is not limited to 3,000 contacts at one time (it can display up to 5,000 contacts), customizing hierarchy columns does not change the recently viewed contacts list view (it only affects how contacts are displayed in the hierarchy), and sharing settings are not ignored by contacts displayed in the contact hierarchy (they determine which contacts are visible to users).

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

NEW QUESTION # 22

An administrator at Universal Containers is reviewing current security settings in the company's Salesforce org. What Should the administrator do to prevent unauthorized access to Salesforce?

- A. Customize organization wide default
- B. Disable TLS requirements for sessions.
- C. Enable multi factor authentication
- D. Enable caching and autocomplete on login page

Answer: C

Explanation:

Explanation

Multi factor authentication (MFA) is a security feature that requires users to verify their identity using two or more factors when they

log in to Salesforce. It can help prevent unauthorized access to Salesforce by adding an extra layer of protection beyond username and password. Enabling MFA can be done by administrators in the security settings or by users in their personal settings. Disabling TLS requirements for sessions, customizing organization wide defaults, or enabling caching and autocomplete on login page are not actions that would prevent unauthorized access to Salesforce; in fact, they may reduce security or have no effect on security at all. References: https://help.salesforce.com/s/articleView?id=sf.security_mfa.htm&type=5

NEW QUESTION # 23

Northern Trail Outfitters wants to encourage employees to choose secure and appropriate passwords for their Salesforce accounts. Which three password policies should an administrator configure?

Choose 3 answers

- A. Maximum invalid login attempts
- B. Password complexity requirements
- C. Require use of Password Manager App
- D. Prohibited password values
- E. Number of days until expiration

Answer: A,B,E

Explanation:

Explanation

Maximum invalid login attempts, password complexity requirements, and number of days until expiration are three password policies that an administrator can configure to encourage employees to choose secure and appropriate passwords for their Salesforce accounts. Maximum invalid login attempts determines how many times a user can enter an incorrect password before being locked out of Salesforce. Password complexity requirements determine how complex a user's password must be based on criteria such as length, case sensitivity, alphanumeric characters, etc. Number of days until expiration determines how often users must change their passwords. References:

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

NEW QUESTION # 24

The Cloud kicks sales manager wants to boost productivity by providing insights at the start of each day.

Which three sales-specific standard Lightning components should administrator add to the homepage to meet this requirement?

Choose 3 Answers.

- A. Performance chart.
- B. Activities
- C. Path
- D. Assistant
- E. Key Deals

Answer: B,D,E

Explanation:

Explanation

To boost productivity by providing insights at the start of each day, the administrator should add three sales-specific standard Lightning components to the homepage:

Activities, which shows tasks and events related to records that matter most to users Assistant, which provides personalized suggestions and reminders for key updates and actions Key Deals, which highlights important opportunities that need attention or are close to closing Path and Performance Chart are not standard Lightning components, but custom components that can be added to specific objects or pages. References:

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

NEW QUESTION # 25

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