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Salesforce Certified Administrator exam is a comprehensive test that evaluates an individual's knowledge of Salesforce administration, data management, and customization capabilities. Salesforce-Certified-Administrator Exam comprises 60 multiple-choice questions that are required to complete in a duration of 105 minutes. The Salesforce Certified Administrator certification is a prerequisite for many advanced certifications in the Salesforce ecosystem, like Advanced Administrator, Platform App Builder, and other specialized consultant certifications. Therefore, obtaining this foundational certification is critical for professionals who want to advance their careers in the Salesforce ecosystem.

The Salesforce Certified Administrator certification is intended for individuals who work with Salesforce on a daily basis and are responsible for managing and customizing the Salesforce platform. They are expected to have a thorough understanding of Salesforce's features and capabilities and be able to configure and maintain the platform to meet the needs of their organization. Salesforce Certified Administrator certification is also useful for those who are seeking career advancement or looking to transition into a Salesforce administrator role.

Salesforce Certified Administrator exam is designed for individuals who have experience with Salesforce and want to prove their

expertise. Salesforce Certified Administrator certification demonstrates that an individual has the knowledge and skills necessary to perform various administrative tasks within the Salesforce platform. The Salesforce Certified Administrator exam covers topics such as data management, security and access, reporting, automation, and customization. With this certification, an individual is recognized as a proficient administrator who can efficiently manage the Salesforce platform.

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Salesforce Certified Administrator Sample Questions (Q72-Q77):

NEW QUESTION # 72

Dreamhouse Realty just announced its new home concierge offering. This product is unlike anything the company has offered in the past and follows a different business model.

What Should the administrator Configure to meet this requirement?

- A. Create a new sales process.
- B. Create a new approval process.
- C. Create a quick action.
- D. Create a new Opportunity product.

Answer: A

Explanation:

Explanation

A sales process is a set of stages that an opportunity goes through as it moves from creation to close. It can be customized by administrators to match different business models or product lines within an org. Creating a new sales process can help Dreamhouse Realty define a different set of stages for its new home concierge offering that is unlike anything the company has offered in the past and follows a different business model.

Creating a quick action, a new approval process, or a new opportunity product are not solutions for creating a customized sales process; they are used for different purposes such as creating records, approving records, or adding products to opportunities.

References:

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

NEW QUESTION # 73

Universal Containers introduced a new product and wants to track all associated cases that get logged. They are looking for an automated solution that would give the product's two lead engineers read/write access to all new cases that reference the new product.

What should an administrator do to satisfy this requirement?

- A. Create an auto-response rule and a public group.
- B. Create a user-based sharing rule and an ad-hoc case team.
- C. Create a queue and a criteria-based sharing rule.
- D. Create a predefined case team and an assignment rule.

Answer: C

Explanation:

Explanation

To track all cases that reference the new product and give read/write access to the product's two lead engineers, the administrator

should create a queue and a criteria-based sharing rule. The queue will allow assigning cases that meet certain criteria, such as having a specific value in the Product field, to a group of users. The criteria-based sharing rule will grant read/write access to the queue members for cases that match the same criteria. References: https://help.salesforce.com/s/articleView?id=sf.queues_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.sharing_criteria.htm&type=5

NEW QUESTION # 74

Cloud Kicks want its reports to show a Fiscal Year that starts on February 1 and has 12 months. How Should the Administrator Address this requirement?

- A. Set the Fiscal Year to Custom and the starting month as February.
- B. Set the Fiscal Year to Standard and the duration to 12 months.
- C. Set the Fiscal Year to Custom and the duration to 4 quarters.
- D. Set the Fiscal Year to Standard and the starting month as February.

Answer: A

Explanation:

Explanation

A standard fiscal year starts on January 1 and ends on December 31. A custom fiscal year can be set to start on any month and end on any month. In this case, Cloud Kicks wants its fiscal year to start on February 1 and end on January 31. This can be achieved by setting the fiscal year to Custom and the starting month to February.

Setting the fiscal year to Standard and the starting month to February will not work, as the standard fiscal year starts on January 1.

Setting the fiscal year to Custom and the duration to 4 quarters will not work, as the duration of a fiscal year is 12 months. Setting the fiscal year to Standard and the duration to 12 months will not work, as the standard fiscal year starts on January 1.

Custom fiscal years are fiscal years that follow a custom-defined structure that differs from the Gregorian calendar. They can be used by organizations that have fiscal years that start on a different month than January or have fiscal years that are divided into custom periods such as quarters or weeks. To set up a custom fiscal year that starts on February 1 and has 12 months, an administrator needs to set the fiscal year to custom and the starting month as February in the fiscal year settings. Setting the fiscal year to standard or the duration to 4 quarters does not meet the requirement of having a custom fiscal year that starts on February 1. References: https://help.salesforce.com/s/articleView?id=sf.admin_fiscal_year.htm&type=5

NEW QUESTION # 75

Cloud Kicks is Introducing a new shoe model and wants to advertise on TV, radio, print, and social under the banner of a called New Runners. In addition, total statistics for this marketing effort need to be aggregated and visible. Which feature should the administrator use to implement this functionality?

- A. Lookup relationship
- B. Parent campaign field
- C. Master-detail relationship
- D. Junction object

Answer: B

Explanation:

Explanation

To advertise on TV, radio, print, and social under one banner called New Runners and aggregate total statistics for this marketing effort, an administrator should use Parent campaign field on Campaign object. This field allows creating hierarchical relationships between campaigns by specifying one campaign as parent of another campaign. Parent campaigns roll up statistics from child campaigns such as number of leads generated, amount of revenue won etc. For example, an administrator can create four child campaigns for TV, radio, print and social ads respectively and link them to one parent campaign called New Runners using Parent campaign field. Junction object, lookuprelationship, and master-detail relationship are not features related to Campaign object or hierarchy.

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

NEW QUESTION # 76

Northern Trail Outfitters has hired interns to enter Leads Into Salesforce and has requested a way to identify these new records from

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