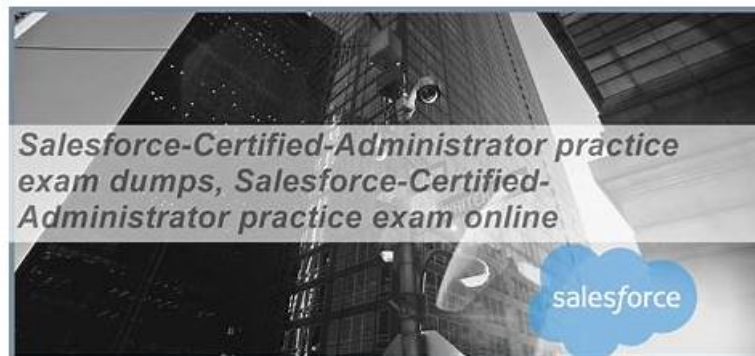


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Salesforce Certified Administrator Sample Questions (Q192-Q197):

NEW QUESTION # 192

An administrator installed a managed package that contains a permission set group. The permission set group that was installed includes Delete access on several objects, and the administrator needs to prevent users in the permission set group from being able to delete records.

What should the administrator do to control Delete access?

- A. Edit the profile for the users to remove Delete access from the objects.
- B. Create a new permission set that has Delete access deselected for the objects.
- C. Create a new role that prevents Delete permissions from rolling up to the users.
- **D. Use a muting permission set with a permission set group to mute selected permissions.**

Answer: D

NEW QUESTION # 193

Northern Trail outfitters has hired interns to enter Leads into Salesforce and has requested a way to identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?

- A. Set up Web-to-Lead form the interns use.
- B. Create a separate Lead Lightning App.
- C. Update the active Lead Assignment Rules.
- **D. Define a record type and assign it to the interns.**

Answer: D

Explanation:

Explanation

To identify new leads entered by interns from existing leads, the administrator should define a record type and assign it to the interns. This will allow them to select a different record type when creating leads, and distinguish them from other leads based on record type. Setting up Web-to-Lead form will not work if the interns are entering leads manually in Salesforce. Creating a separate Lead Lightning App or updating the active Lead Assignment Rules will not affect lead identification.

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

NEW QUESTION # 194

Ursa Major Solar has its business hours set from 9:00 AM to 5:00 PM for the reps that are on Pacific time. The reps on Eastern Time need business hours set to start 3 hours earlier to cover for support.

How should an administrator solve for this issue?

- **A. Create one set of business hours per time zone.**
- B. Adjust the current business hours to accommodate the Eastern Time Zone.
- C. Allow the reps to set business hours manually.
- D. Set temporary business hours for each time zone.

Answer: A

Explanation:

Explanation

Business hours are used to specify the days and hours when your company's employees work. You can create multiple sets of business hours for different time zones or regions and assign them to users based on their location or function. To meet the requirement of having different business hours for reps on Pacific time and Eastern time, you need to create one set of business hours per time zone and assign them accordingly.

References:

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

NEW QUESTION # 195

An administrator needs to store the ID of record type of later use in a flow.

Which kind of variable should the administrator use?

- A. Boolean variable
- B. ID variable
- C. Text variable
- **D. Record variable**

Answer: D

NEW QUESTION # 196

Cloud Kicks (CK) captures whether an opportunity should be reviewed by someone in product engineering with a checkbox field called Needs Review. CK also has a picklist field on the opportunity for Product Type.

When a sales rep saves an opportunity, they need to select the Product Type or check the Needs Review box.

What should an administrator use to accomplish this?

- A. Validation rule
- B. Required fields
- C. Workflow rule
- D. Before Save flow

Answer: A

Explanation:

Explanation

A validation rule is a feature that allows administrators to define criteria for data entry or import operations and display an error message when those criteria are not met. For example, a validation rule can require users to select a product type or check a needs review box when saving an opportunity by using an OR function that evaluates both fields. If neither field is populated, then the validation rule will prevent users from saving records with an error message. References:

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

NEW QUESTION # 197

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