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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q172-Q177):

NEW QUESTION # 172
A sales manager wanes to edit the Opportunities owned by the sales team. The manager does NOT have edit access to the Opportunity object.
What is the recommended solution?

- A. Create a permission set for Opportunity edit and associate it to the year record.
- B. Change the Opportunity's organization-wide default setting to public read/write.
- C. Enable team setting on the Opportunity object to grant read/write access.
- D. Redefine the role hierarchy grant access using hierarchies.

Answer: B

NEW QUESTION # 173

The sales manager at Cloud Kicks wants a way to report on information from a form their clients fill out during the sales cycle. Once a form has been submitted, the client is unable to access it. This form may need to be filled out more than once during the sales cycle. There are more than 30 fields on this form, and the sales team needs to be able to see what changed from one submission to the next.

Which two options should an administrator use to solve this scenario?

Choose 2 answers

- A. Add forms as attachments.
- B. Make custom fields.
- C. Turn on Field Tracking.
- D. Create a custom object.

Answer: C,D

Explanation:

Two options that the administrator can use to solve this scenario are:

Create a custom object. A custom object is an object that you define to store information that is specific to your organization or industry. In this case, you can create a custom object for the form that has more than 30 fields and relates to the account or opportunity object. This way, you can store multiple submissions of the form for each account or opportunity and track their changes over time.

Turn on Field Tracking. Field tracking is a feature that allows you to monitor changes to certain fields on an object and display them in a history related list. In this case, you can turn on field tracking for the fields on the form custom object and see what values were changed from one submission to another.

NEW QUESTION # 174

An administrator at AW Computing noticed that a custom field on the Contact object was changed from text to text area.

What tool should the administrator use to investigate this change?

- A. Field History Tracking
- B. Debug Log
- C. Developer Console
- D. View Setup Audit Trail

Answer: D

Explanation:

The View Setup Audit Trail page lets you view the 20 most recent setup changes made to your org. You can also download a file of the last six months of setup changes. Reference: https://help.salesforce.com/s/articleView?
id=sf.monitoring_setup_audit_trail.htm&type=5

NEW QUESTION # 175

DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts.

What should the administrator consider when setting up Collaborative Forecasts?

- A. A forecast can be either revenue-based or quantity-based.
- B. Opportunity Split data cannot be viewed in a forecast.
- C. A single org can have up to six different types of forecasts.
- D. The default forecast categories cannot be customized.

Answer: A

Explanation:

A forecast is a projection of how much revenue or quantity you can generate from your sales pipeline for a given period of time. A forecast can be either revenue-based or quantity-based, depending on what you want to measure and track. A revenue-based forecast shows the amount of money expected from closed sales, while a quantity-based forecast shows the number of units expected from closed sales. You can choose the forecast type that best suits your business needs and goals when you set up Collaborative Forecasts in Salesforce. Reference: https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.forecasts3_forecast_types.htm&type=5

NEW QUESTION # 176

The accounting team at Universal Containers is looking to roll out two new custom objects: a parent Invoice object and a child Payment object. Whenever a Payment record is created, the Invoice object should be updated to reflect the current outstanding value of the Invoice.

What should the administrator do to build this functionality?

- A. Create a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice.
- B. Create a lookup-relationship on the Payment with a Roll-up Summary field on the Invoice.
- C. Create a lookup-relationship on the Payment and a workflow cross object field update.
- D. Create a master-detail relationship on the Payment and a workflow cross object field update.

Answer: A

Explanation:
Creating a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice will build this functionality. A master-detail relationship creates a parent-child relationship between two objects, where the child records inherit the sharing and security settings of their parent. A Roll-up Summary field calculates values from related child records, such as count, sum, min, or max. In this case, the Roll-up Summary field on the Invoice can calculate the sum of all Payments related to it and subtract it from the Invoice amount to get the current outstanding value. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5

NEW QUESTION # 177

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