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## Salesforce Certified Platform Administrator II Sample Questions (Q209-Q214):

NEW QUESTION # 209

The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.

How should the administrator meet this requirement?

- A. Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
- B. Require the Sales Engineer and the Account Executive lookup fields on the page layout.
- **C. Write a validation rule that checks if the fields are blank and require that one of them be completed in order to save the opportunity.**
- D. Assign a task to the owner if an opportunity is created without one of these fields filled out.

**Answer: C**

Explanation:

A validation rule can enforce data quality by preventing users from saving records that do not meet certain criteria. In this case, the validation rule can check if both the Sales Engineer and the Account Executive lookup fields are blank, and display an error message if so. This way, the director of sales can ensure that every opportunity has either a sales engineer or an account executive assigned to the deal. References:

[https://help.salesforce.com/s/articleView?id=sf.validation\\_rules\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5)

### NEW QUESTION # 210

An administrator is given a .csv file of 5,000 leads with External Id and Status fields. They need to match existing and add new records with Data Loader.

What action should be taken to populate the Status field on the records and add new records?

- A. Insert
- **B. Upsert**
- C. Export
- D. Update

**Answer: B**

Explanation:

Upsert is an operation that can either update existing records or insert new records based on the External Id field. This way, the administrator can match existing leads and add new ones with Data Loader. References:

[https://help.salesforce.com/s/articleView?id=sf.data\\_loader\\_upsert.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.data_loader_upsert.htm&type=5)

### NEW QUESTION # 211

Cloud Kicks (CK) wants the forecast numbers to be shown by territory regardless of who owns the record.

CK also wants a way to forecast based on role hierarchy.

Which three options should an administrator recommend?

Choose 3 answers

- **A. Enable Territory Forecast.**
- **B. Modify the Territory Forecast to match the Hierarchy Forecast model.**
- C. Make a custom field to track the amounts for Territory and Hierarchy Forecast.
- D. Have the user select the forecast type listed under the Forecast Type in the Display Settings.
- **E. Enable Role Hierarchy Forecast.**

**Answer: A,B,E**

Explanation:

To show forecast numbers by territory regardless of who owns the record, CK should enable Territory Forecast. To forecast based on role hierarchy, CK should enable Role Hierarchy Forecast. To match the Territory Forecast to the Hierarchy Forecast model, CK should modify the Territory Forecast accordingly.

References: [https://help.salesforce.com/s/articleView?id=sf.forecasts3\\_territory\\_forecasts.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.forecasts3_territory_forecasts.htm&type=5)

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### NEW QUESTION # 212

The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log in. The administrator would now like to look at how many users have successfully used it since it was rolled out. What are two ways the administrator can get this information?

Choose 2 answers

- A. Open the Login Access Policies in Setup which shows how many users are using MFA.
- **B. Export Login History and filter based off of Authentication Method Reference.**
- **C. Create a new view in Identity Verification History, specifying Method.**
- D. Run a session setting report, specifying login methods by user.

**Answer: B,C**

Explanation:

Salesforce Authenticator is an app that adds an extra layer of security for logging into Salesforce by requiring users to verify their identity using their mobile device after entering their username and password on the Salesforce login page. To see how many users have successfully used Salesforce Authenticator since it was rolled out, an administrator can use two methods:

\* A) Create a new view in Identity Verification History, specifying Method.

Identity Verification History is a tool that shows information about each identity verification event for users in your org, such as the date and time, the verification method used, the IP address, and the status of the verification. By creating a new view in Identity Verification History and specifying the method as Salesforce Authenticator, an administrator can see how many users have used the app to verify their identity when logging in. References: [https://help.salesforce.com/s/articleView?id=sf.identity\\_verification\\_history.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.identity_verification_history.htm&type=5)

\* D) Export Login History and filter based off of Authentication Method Reference.

Login History is a tool that shows information about each login attempt for users in your org, such as the date and time, the username, the source IP address, the login type, and the status of the login. By exporting Login History as a CSV file and filtering based on the Authentication Method Reference column, an administrator can see how many users have used Salesforce Authenticator as their authentication method when logging in.

References: [https://help.salesforce.com/s/articleView?id=sf.monitoring\\_login\\_history.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.monitoring_login_history.htm&type=5)

### NEW QUESTION # 213

A previous consultant helped Universal Containers automate many of its business processes. The administrator changed the email address on the consultant's user record and deactivated it. The consultant called to say they continue to get email messages from failed flows and processes.

What steps should the administrator perform to stop the fault messages from going to the consultant?

- A. Request an Email Log from Email Log Files in Setup and filter the request by the consultant's email. Manually update any flows or processes listed on the log.
- B. Create a custom metadata type and associate the LastModifiedBy field. Write a flow that updates the field in any flows or processes equal to the consultant's name.
- **C. Set Send Process or Flow Error Email' to Apex Exception Email Recipients' in Automation settings. Add the System Admin's email to the Apex Exception Email page in Setup.**
- D. Export Flow Interviews filtered by LastModifiedBy.email using Data Loader. In the .csv file, change LastModifiedBy to the System Admin and upload changes with Data Loader.

**Answer: C**

Explanation:

This option will allow the administrator to change the recipient of the fault messages from the consultant's email to the system admin's email without modifying any flows or processes. The other options are either not feasible or not effective. References:

[https://help.salesforce.com/articleView?id=flow\\_concepts\\_error\\_email.htm&type=5](https://help.salesforce.com/articleView?id=flow_concepts_error_email.htm&type=5)

### NEW QUESTION # 214

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