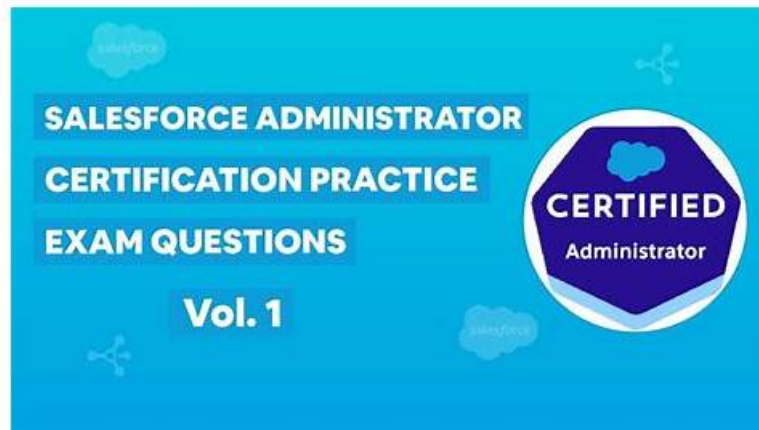


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Salesforce Certified Administrator Sample Questions (Q220-Q225):

NEW QUESTION # 220

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

- A. Clone the lead and convert the cloned record to a contact.
- **B. Convert the lead from the campaign member detail page.**
- C. Delete the lead and create a new contact and opportunity.
- D. Add a contact from a campaign member detail page.

Answer: B

NEW QUESTION # 221

What are two considerations an administrator should keep in mind when working with Salesforce objects?

Choose 2 answers

- A. Only standard objects support master-detail relationships.
- **B. Standard objects are included with Salesforce.**
- **C. A new standard object can be created.**
- D. Custom and standard objects have standard fields.

Answer: B,C

Explanation:

Explanation

Standard objects are objects that are included with Salesforce by default, such as Account, Contact, Lead, Opportunity, etc. They have predefined fields and functionality that support common business processes.

Custom objects are objects that you create to store information that is specific to your organization or industry.

You can create new standard objects using the Object Manager in Setup.

References: https://trailhead.salesforce.com/en/content/learn/modules/data_modeling/standard_and_custom_obje

NEW QUESTION # 222

An administrator at Cloud Kicks needs to export a file of closed won opportunities from the last 90 days. The file should include the Opportunity Name, ID, Close Date, and Amount.

How should the administrator export this file?

- **A. Data Export Wizard.**
- B. Data Import Wizard.
- C. Data Export Wizard.
- D. Data Loader.

Answer: A

Explanation:

Explanation

Data Export Wizard allows administrators to export data from Salesforce in CSV files. It can be used to export data for backup purposes or to analyze data in external tools. Data Import Wizard is used to import data into Salesforce, not export. Data Loader is a desktop tool that can also export data, but it is more complex and requires installation. Report Builder is used to create reports in Salesforce, not export data.

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

NEW QUESTION # 223

Northern Trail Outfitters has asked an administrator to ensure that when a contact with a title of CEO is created, the contact's account record gets updated with the CEO's name.

Which feature should an administrator use to implement this request?

- A. Workflow Rule
- B. Quick Action
- **C. Process Builder**

- D. Validation Rule

Answer: C

NEW QUESTION # 224

The marketing director at Northern Trail Outfitters has requested that the budget field is populated in order for the Lead Status field to be marked as qualified.

What tool should the administrator use to fulfill this request?

- A. Workflow Rule
- **B. Validation Rule**
- C. Require Field.
- D. Lead Conversion.

Answer: B

NEW QUESTION # 225

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