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Salesforce Certified Administrator Sample Questions (Q122-Q127):

NEW QUESTION # 122

How can a sales user relate an opportunity to a campaign? (2 answers)

- A. Select the primary campaign source for the opportunity.
- B. Use the campaign hierarchy related list on the opportunity.
- C. Select the campaign record type when creating the opportunity.
- D. Use the campaign influence related list on the opportunity.

Answer: A,D

NEW QUESTION # 123

Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity. Which tool should an administrator use to meet this requirement?

- A. Workflow Rules
- B. Dynamic Forms
- C. Path Key Fields
- D. Opportunity Processes

Answer: C

NEW QUESTION # 124

What are two capabilities of the content delivery feature of Salesforce Content?
Choose 2 answers

- A. Associate the content delivery with a Salesforce record.
- B. Password protect content deliveries that contain sensitive data.
- C. Customize the URL assigned to the content delivery.
- D. Encrypt certain content delivery files.

Answer: A,B

NEW QUESTION # 125

Account team is a set of users that normally work together on _____?

- A. Cases
- B. Leads
- C. Accounts
- D. Contacts
- E. Opportunities

Answer: C

NEW QUESTION # 126

For how many days deleted records are kept in the Recycle Bin?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

Explanation:

Section: Volume D

Explanation/Reference:

NEW QUESTION # 127

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