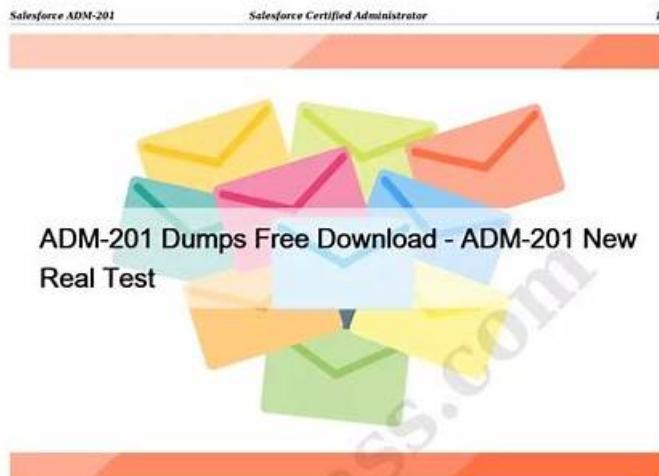


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Domain 10: Process/Workflow Automation (8%)

This domain entails such skills as defining the relevant automation solution on the basis of the workflow capabilities depending on a scenario as well as explaining the use cases and capacities for the approval process.

Domain 11: Desktop & Mobile Administration (3%)

Here the test takers should have competency in explaining the Salesforce Mobile App capacities as well as explaining the synchronization & installation options of Salesforce Lightning for Outlook.

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Salesforce Certified Administrator Sample Questions (Q28-Q33):

NEW QUESTION # 28

The automated case user will be listed on the case history for all actions that are system defined, including:

- A. When a Workflow is Triggered
- B. When a case is created online via Web-to-Case
- C. When a case is automatically assigned using assignment rules
- D. When a case is escalated

Answer: B,C,D

NEW QUESTION # 29

The VP of Sales at Cloud Kicks is receiving an error message that prevents them from saving an Opportunity. The administrator attempted the same edit without receiving an error.

How can the administrator validate the error the user is receiving?

- A. Edit the page layout.
- B. View the setup audit trail.
- C. Review the sharing model
- D. Log in as the user

Answer: D

NEW QUESTION # 30

Customizable Forecasting is a prerequisite in order to enable territory management?

- A. False
- B. True

Answer: B

NEW QUESTION # 31

An administrator at Ursa Major Solar just learned about the AppExchange and how helpful it can be to the company's business. Which two actions can be accomplished via the AppExchange?

'Choose 2 answers

- A. Download the Data Loader data tool.
- B. Find certified developers and consultants.
- C. Install industry-specific solution templates.
- D. Download standard Lightning components.

Answer: B,C

Explanation:

The AppExchange is an online marketplace where customers can find apps, components, consultants, developers, and more to extend Salesforce functionality or solve specific business challenges. Some of the actions that can be accomplished via AppExchange are finding certified developers and consultants who can help with custom development or implementation projects; installing industry-specific solution templates that provide preconfigured apps, dashboards, reports etc., for various industries such as manufacturing or healthcare; downloading free tools or components that enhance productivity or user experience; browsing reviews or ratings from other customers who have used certain products or services; etc. References:

<https://appexchange.salesforce.com/>

NEW QUESTION # 32

Up to 25 custom lookup fields can be defined per object.

- A. False
- B. True

Answer: B

NEW QUESTION # 33

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