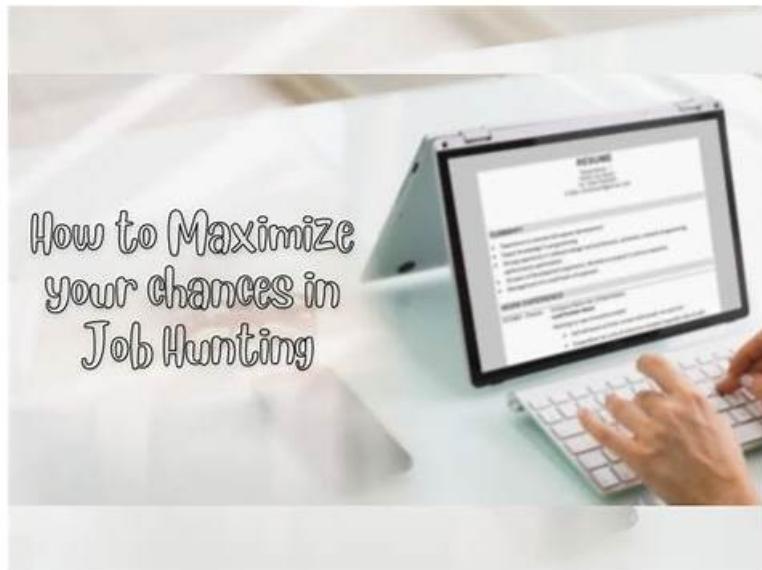


# Maximize Your Chances of Getting Advanced-Administrator



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There are two main types of resources for preparation of certification exams first there are the study guides and the books that are detailed and suitable for building knowledge from ground up then there are video tutorial and lectures that can somehow ease the pain of through study and are comparatively less boring for some candidates yet these demand time and concentration from the learner. Smart Candidates who want to build a solid foundation in all exam topics and related technologies usually combine video lectures with study guides to reap the benefits of both but there is one crucial preparation tool as often overlooked by most candidates the practice exams. Practice exams are built to make students comfortable with the real exam environment. Statistics have shown that most students fail not due to that preparation but due to exam anxiety the fear of the unknown. Exams4sures expert team recommends you to prepare some notes on these topics along with it don't forget to practice **Salesforce Advanced-Administrator Exam Dumps** which been written by our expert team, Both these will help you a lot to clear this exam with good marks.

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## Salesforce Certified Advanced Administrator Sample Questions (Q154-

## Q159):

### NEW QUESTION # 154

Which value rolls up for both customizable and collaborative forecasting? \* (1 Point)

- A. Quota
- B. Amount
- C. Opportunity amount
- D. Expected revenue

Answer: C

### NEW QUESTION # 155

An administrator notices that there are two account records in the system with the same name. A contact record with the same name is associated with each account.

Which set of steps should be taken to merge these accounts using the Salesforce merge feature?

- A. Merge the duplicate accounts and the duplicate contacts will be merged automatically.
- B. Merge the duplicate accounts and then merge the duplicate contacts.
- C. Merge the duplicate contacts and then merge the duplicate accounts.
- D. Merge the duplicate accounts and check the box that optionally merges the duplicate contacts.

Answer: D

### NEW QUESTION # 156

An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members.

What should the administrator configure?

- A. Enable Account Teams and grant Read record-level access to account team members for the Account object
- B. Create a Sharing Rule on the Account object for all members of the account services role to have Read/Write access.
- C. Set organization-wide sharing for Account as Public Read Only.
- D. Update the profile Account object to Modify All.

Answer: B

### NEW QUESTION # 157

The inside sales manager at Universal Containers wants to be able to report on how long leads have a Lead Status of "Open" before the status changes to another value. Additionally, the sales team has requested the status value be changed with fewer clicks. What should the administrator do to meet this requirement?

- A. Use a workflow rule that sends an email when the Lead Status is changed and an approval process to update the status.
- B. Turn on field history tracking for the lead status field and create a report based on that field.
- C. Use a quick action to change the status value and a workflow rule to update a date field.
- D. Use a formula field to calculate the difference between the current and created data when the status changes through inline editing.

Answer: C

### NEW QUESTION # 158

When should an administrator apply a permission set to a user or group of users versus configuring the user's profile with the necessary access?

- A. When an organization has opted out of using the standard profiles and created custom profiles.
- B. When a user is part of a team with an assigned profile that covers the majority of their needs but requires just a little less access than the rest of their team

- C. When an organization's sharing model is too broad and they need to restrict access beyond what their sharing model and existing profiles provide.
- D. When a user is part of a team with an assigned profile that covers the majority of their needs but requires more access than the rest of their team

**Answer: D**

## NEW QUESTION # 159

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