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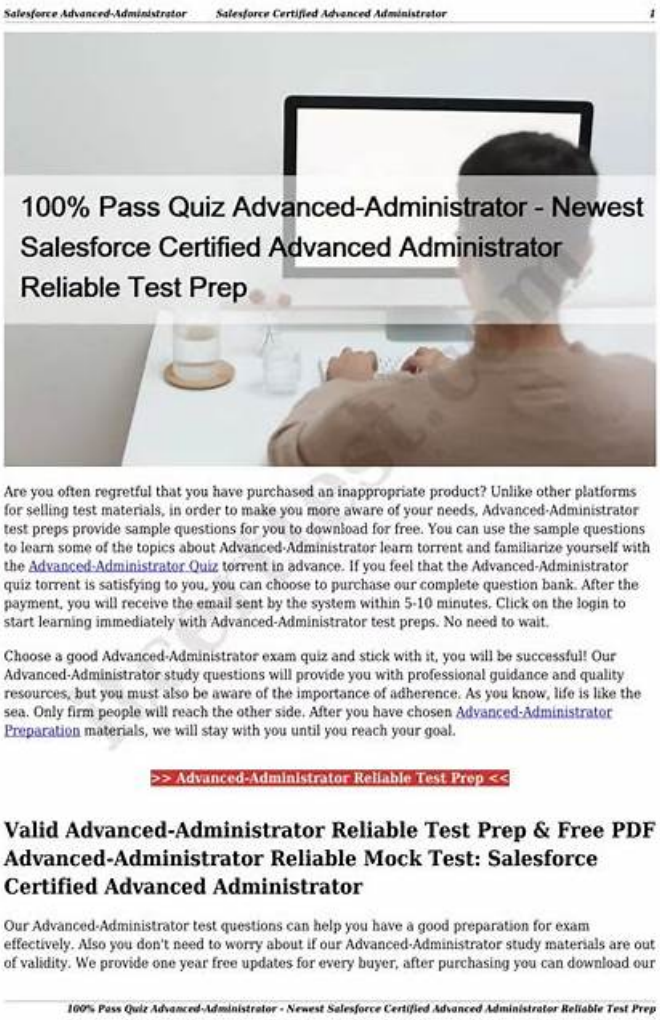

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Salesforce Certified Advanced Administrator Sample Questions (Q32-Q37):

NEW QUESTION # 32
What are the options in creating Price Books for Products? Choose 3

- A. Sales Price
- B. List Price
- C. Discount Price
- D. Standard Price
- E. Prodcut Price

Answer: A,B,D

NEW QUESTION # 33
Cloud Kicks wants its sales reps to always use the same full zip code format with a hyphen where applicable.
What should the administrator implement to help ensure consistent formatting?

- A. Add a help text instructing the sales rep on how to enter this field.
- B. Add a quick create function for the sales reps to use.
- C. Edit the standard field length to five characters.
- D. Create a REGEX function to use in a validation rule on the field.

Answer: D

NEW QUESTION # 34
The VP Sales wants to require that the Next Step field is always updated when an opportunity stage is changed. How can this process be automated?

- A. Create a workflow rule with the following formula: AND (ISCHANGED(ISPICKVAL(StageName)), NOT (ISCHANGED (NextStep)))
- B. Create a workflow rule with the following formula: AND (ISCHANGED (StageName) , NOT (ISCHANGED (NextStep))
- C. Create a validation rule with the following formula: AND (ISCHANGED (StageName) , NOT (ISCHANGED (NextStep))
- D. Create a validation rule with the following formula: AND (ISCHANGED(ISPICKVAL(StageName)), NOT (ISCHANGED (NextStep)))

Answer: C

NEW QUESTION # 35
How should an administrator support a finance team that is trying to use Opportunity data to keep an eye on their pipeline rather than manually calculating anticipated income for the quarter?

- A. Run a report at the end of each quarter to update the finance team on pipeline status.
- B. Set up collaborative forecasting to view quota against the open pipeline.
- C. Create a custom Forecasting object to inform the finance team on the status of deals.
- D. Show the finance team how to use the Opportunity Kanban List View.

Answer: B

Explanation:
Explanation

To help the finance team use Opportunity data to keep an eye on their pipeline without manually calculating anticipated income for the quarter, the administrator should set up collaborative forecasting. Collaborative forecasting allows users to view quota against open pipeline and make adjustments based on changing business conditions. References: https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5

NEW QUESTION # 36
A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only see Item records if they are also the owner of the Quota record.
What step should the administrator take to give access to all Item records?
Change the data format of the Quota relationship field from master-detail to lookup.

- A. Account master-detail to secondary.
- B. Create a Quota criteria-based sharing rule using ISCHANGED for the Account Owner field.
- C. Give the account owner Read access to both the Account and the Quota objects
- D. Re-assign the Quota master-detail to the primary and the

Answer: A

NEW QUESTION # 37
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