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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q168-Q173):

NEW QUESTION # 168
Which of the following options would be used to limit the number of records and assist with data consistency? * (1 Point)

- A. Custom formula fields
- B. Workflow field updates
- C. Custom lookup fields and lookup filters
- D. Picklist and dependent picklist fields
- E. Record types and page layouts

Answer: C

NEW QUESTION # 169
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. Show the finance team how to use the Opportunity Kanban List View.
- B. Run a report at the end of each quarter to update the finance team on pipeline status.
- C. Create a custom Forecasting object to inform the finance team on the status of deals.
- D. Set up collaborative forecasting to view quota against the open pipeline.

Answer: D

NEW QUESTION # 170
A manager wants a report that shows the following:
1. All Accounts with Opportunities having a Closed-Won status.
2. All Accounts having Closed Cases status.
What can you do as a system administrator to meet this requirement? * (1 Point)

- A. Create a custom report type
- B. Create a joined report
- C. Analytic Snapshots
- D. Create a Standard report type with crossfilter

Answer: B

NEW QUESTION # 171
What type of prices can the system administrator set for an organization's products?

- A. List prices.(100%)
- B. Product prices.
- C. Standard prices.(100%)
- D. Sales prices.(100%)
- E. Discount prices.

Answer: A,C,D

NEW QUESTION # 172
What are two capabilities of Salesforce Customer Community members?
Choose 2 answers.

- A. Their reputation levels must be the same across all communities of which they are members.
- B. They use the ideas tab to submit, comment on, and vote for ideas.
- C. They must belong to a company's internal community to participate in Chatter collaboration.
- D. They find crowdsourced answers and Knowledge articles to resolve a support issue.

Answer: B,C

NEW QUESTION # 173
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