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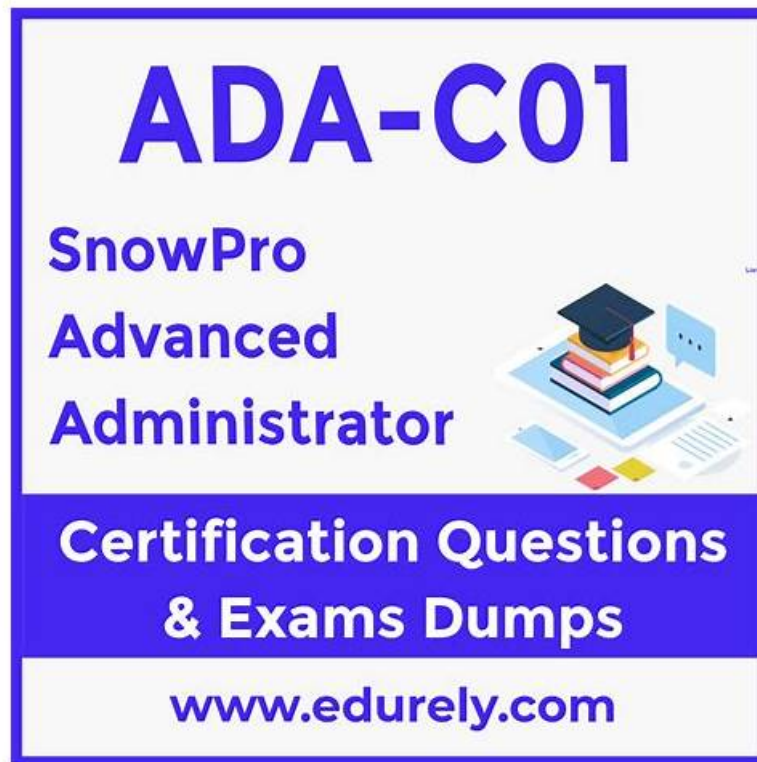
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Salesforce Certified Advanced Administrator Sample Questions (Q161-Q166):

NEW QUESTION # 161
Person accounts were recently activated at Cloud Kicks.

There are three record types for accounts:
* B2B customer
* B2C Customer
* External Partner
There are two record types for leads:
* B2B Lead
* B2CLead
The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2B Customer and External Partner account record types are available choices on the Conversion Layout.
What should the administrator do to correct this issue?

- A. Hide the Record Type field on the Account section of the Conversion Layout.
- B. Use a validation rule to ensure the company name on B2C Leads is blank.
- C. Change organization-wide default settings for contacts to Controlled by Parent.
- D. Build a process that updates the record type field to B2C Customer after conversion.

Answer: D

Explanation:
Explanation
Building a process that updates the record type field to B2C Customer after conversion will correct this issue.
The conversion layout for person accounts does not allow selecting different record types for accounts and contacts. The default record type for person accounts is determined by the organization-wide default settings.
However, a process can be triggered after conversion to update the record type field based on the lead record type or other criteria.
References:
https://help.salesforce.com/s/articleView?id=sf.convert_leads_considerations.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.convert_leads_mapping.htm&type=5

NEW QUESTION # 162
Dreamhouse Realty recently learned that the major listing service it utilizes can accept messages to a specific endpoint. The realtors want to utilize this to be able to quickly update the listing price on properties after it has been approved.
What automation tool should the administrator configure?

- A. Email Alert
- B. Process Builder
- C. Platform Event
- D. Flow

Answer: D

Explanation:
Flow is the automation tool that should be configured to utilize the major listing service endpoint. Flow is a tool that allows administrators to automate complex business processes by building flows that can collect, update, or delete data, invoke Apex code, call external services, and more. Flow can use an Apex action or an HTTP request action to send messages to an external endpoint using REST API

NEW QUESTION # 163
Sales teams at Cloud Kicks ask each visiting customer to fill out a form that capturing their contact information and some basic footwear preferences. This information is saved to a spreadsheet and used by the sales team to alert their contacts when new shows are added to the inventory that matches their preferences.
The sales team wants to be able to track this in Salesforce and see the information when viewing the contact Record.
Which two ways should the administrator configure this requirement?
Choose 2 answers

- A. Data Loader
- B. Lookup Field
- C. Schema Builder
- D. Lightning Object Creator

Answer: B,D

NEW QUESTION # 164
AW Computing organizes Its sales regions as East, Central, and West. Each region has sales reps, a sales director, and sales operations members. The organization-wide default for all objects is set to Private.
Members of the operations team for the East region need access to all the accounts and opportunities in the region.
How should the administrator configure this requirement?

- A. Utilize territory management to add the operations team to the East territory.
- B. Assign to a role in the role hierarchy positioned above the East sales director.
- C. Share an Opportunity sharing the with a public group containing the East operations profile.
- D. Instruct the operations team members to add themselves to the account teams.

Answer: A

Explanation:
Territory management is a feature that allows you to grant access to accounts and opportunities based on criteria such as geography, industry, product line, or customer size. A territory is a grouping of accounts and users that represents a market segment or business unit. In this case, the administrator should utilize territory management to add the operations team to the East territory, which contains all the accounts and opportunities in the East region. This way, the operations team members can access all the records in their territory regardless of who owns them or what the organization-wide default is. References: https://help.salesforce.com/s/articleView?id=sf.territories_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.territories_define.htm&type=5

NEW QUESTION # 165
Select power users want the ability to make configuration changes to a specific custom object.
What tool should the administrator assign to the power users to enable this?

- A. View Setup and Configuration
- B. Delegated Administration
- C. Modify All Data
- D. Sharing Rule

Answer: B

NEW QUESTION # 166
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