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## Salesforce Certified Advanced Administrator Sample Questions (Q152-Q157):

### NEW QUESTION # 152

A sales manager cannot view a contact owned by a salesperson. The person is below the sales manager in the role hierarchy. Why is the sales manager unable to view the contact?

- A. The contact is NOT linked to an account
- B. Contact sharing settings have Grant Access Using Hierarchies unchecked
- C. The contact has NOT been manually shared with the manager
- **D. Contact sharing settings are Private**

**Answer: D**

### NEW QUESTION # 153

Ursa Major Solar wants to add a chat component to its corporate website, where its service agents can respond directly from Salesforce.

What are two considerations the administrator should understand before adding Chat to the Service Console?

Choose 2 answers

- A. Chat can only be added to Standard navigation Lightning apps.
- **B. Chat can only be added to Console navigation Lightning apps.**
- C. Chat is unavailable in Lightning Experience if also using Omni-Channel.
- **D. Chat must be routed with Omni-Channel in Lightning Experience.**

**Answer: B,D**

Explanation:

Chat must be routed with Omni-Channel in Lightning Experience because Omni-Channel is the only way to route chats to agents in Lightning Experience<sup>1</sup>. Chat can only be added to Console navigation Lightning apps because Chat is a console app feature and requires a console app with a console navigation style<sup>2</sup>.

References: 1 [https://help.salesforce.com/s/articleView?id=sf.live\\_agent\\_chat\\_omnichannel.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.live_agent_chat_omnichannel.htm&type=5) 2 [https://help.salesforce.com/s/articleView?id=sf.live\\_agent\\_chat\\_app.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.live_agent_chat_app.htm&type=5)

### NEW QUESTION # 154

Cloud Kicks (CK) has a sneaker of the month product that is sold as an annual subscription at the price of \$1. What type of product scheduling should the CK administrator set up to accurately capture that information?

- A. Revenue Schedule Only
- B. Inbound Scheduling
- **C. Quantity and Revenue Schedules.**

**Answer: C**

Explanation:

Quantity Schedule Only

### NEW QUESTION # 155

The operations team at Ursa Major Solar (UMS) currently tracks installations using a spreadsheet. The information captured includes customer name, address, purchase and installation dates, configuration specs, and additional installer instructions. UMS's CEO would like to utilize Salesforce to track this information instead.

Which action should the administrator take to meet this requirement?

- A. Use Salesforce REST API to create the object and also import the data.
- **B. Use Lightning Object Creator to create the object and also import the data.**
- C. Use Object Manager to create the object and also import the data.
- D. Use Schema Builder to create the object and also import the data.

**Answer: B**

Explanation:

Lightning Object Creator is a tool that allows you to create custom objects and fields from a spreadsheet in a few clicks. Lightning Object Creator analyzes the spreadsheet data and suggests the best way to map it to Salesforce fields and relationships. You can also import the data from the spreadsheet into the new custom object and view it in a list view or a related list. In this case, you can use Lightning Object Creator to create a custom Project object from the spreadsheet that tracks installations and also import the data into the new object. References: [https://help.salesforce.com/s/articleView?id=sf.object\\_creator\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.object_creator_overview.htm&type=5)  
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#### NEW QUESTION # 156

What should an administrator do to keep secure fields protected in email templates'?

- A. Set up an approval process for email alerts.
- B. Implement GDPR.
- C. Use classic encrypted fields.
- D. Remove the fields from the email.

**Answer: D**

Explanation:

Explanation

The best way to keep secure fields protected in email templates is to remove them from the email altogether.

Classic encrypted fields are not supported in email templates, and implementing GDPR or setting up an approval process for email alerts do not prevent unauthorized users from viewing sensitive data in emails.

References:

[https://help.salesforce.com/articleView?id=security\\_pe\\_classic\\_encryption\\_considerations.htm&type=5](https://help.salesforce.com/articleView?id=security_pe_classic_encryption_considerations.htm&type=5)

#### NEW QUESTION # 157

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