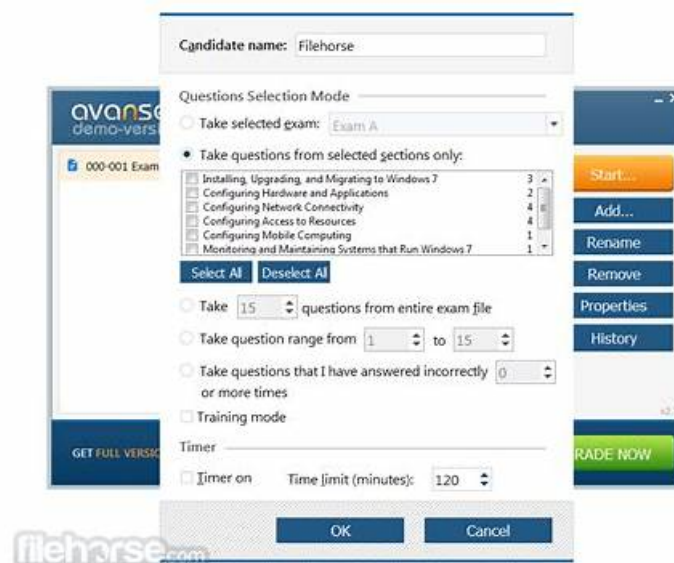


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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q149-Q154):

NEW QUESTION # 149

The Service team at Cloud Kicks needs a way to show the current status from the Account on the Case. This value should be on the page and is used in validation rules.

What should the administrator recommend to solve this?

- A. Make a Rollup Summary.
- B. Create a cross-object formula.

- C. Use a picklist field.
- D. Add a lookup field to Account.

Answer: B

Explanation:

A cross-object formula is a formula that references fields from related objects. The administrator can create a cross-object formula field on the Case object that displays the current status from the Account. This field can be used in validation rules and other processes. Reference: https://help.salesforce.com/s/articleView?id=sf.tips_on_building_formulas_cross_object_formulas.htm&type=5

NEW QUESTION # 150

Users at AW Computing are receiving a duplicate message when they enter contacts with common first and last names. Management wants to improve the user experience but also keep the data Integrity of contacts. What should an administrator implement for this issue?

- A. Change the duplicate rule to report Instead of alert so the message is avoided.
- **B. Include the Email field to the existing matching rule for a more exact match.**
- C. Update the matching method on the rule from fuzzy to exact for First Name and Last Name.
- D. Add a secondary matching rule to the duplicate rule to match on the associated customer.

Answer: B

Explanation:

A matching rule is a rule that defines how records are compared for duplication based on certain fields or fuzzy logic. By including more fields or changing the matching method, you can make the matching rule more or less strict and reduce false positives or negatives. In this case, including the email field to the existing matching rule for contacts can help avoid duplicate messages for common names by checking if the email addresses are also identical. Reference: https://help.salesforce.com/s/articleView?id=sf.matching_rules_create.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.matching_rules_considerations.htm&type=5

NEW QUESTION # 151

An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object. What should the administrator consider about the order of execution for flows?

- **A. The order of flow execution is unpredictable.**
- B. The flows will execute in alphabetical order based on their names.
- C. The flow type will determine the order of execution.
- D. The last created date of the flow will determine the order.

Answer: A

NEW QUESTION # 152

An administrator is using the Dev Console Log Inspector to troubleshoot a Process Builder. What event type should the administrator look for in the event column?

- A. Event types beginning with WORKFLOW
- B. Event types beginning with PROCESS
- **C. Event types beginning with FLOW**
- D. Event types beginning with AUTOMATED.

Answer: C

Explanation:

The Dev Console Log Inspector is a tool that allows you to view and analyze debug logs in a graphical interface. Debug logs contain information about database operations, system processes, and errors that occur when executing a transaction or running unit tests. To troubleshoot a process builder, the administrator should look for event types beginning with FLOW in the event column. These

event types indicate the start and end of a flow interview, as well as any flow elements, faults, or decisions that occur during the execution. Reference: https://help.salesforce.com/s/articleView?id=sf.code_dev_console_log_inspector.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.code_debug_log_event_types.htm&type=5

NEW QUESTION # 153

Sales reps at Ursa Major Solar often give discounts depending on the configuration of the solar panel system. Customers want to know what the different configuration options are. Sales management wants to ensure the opportunity pipeline is as accurate as possible.

What should sales reps do to ensure their quotes and opportunities reflect their sales?

- A. Create new opportunities for each quote request. Change the forecast category to omitted for all except the most likely to be purchased.
- B. Create a new quote record for each of the different product configurations. Sync the most likely to be purchased back to the opportunity.
- C. Use the products related list to associate the different configurations with the opportunity. Update the Amount field with the most likely purchase price.
- D. Update the quote record each time the customer requests a different product configuration, and clicks the sync button to update the opportunity.

Answer: D

NEW QUESTION # 154

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