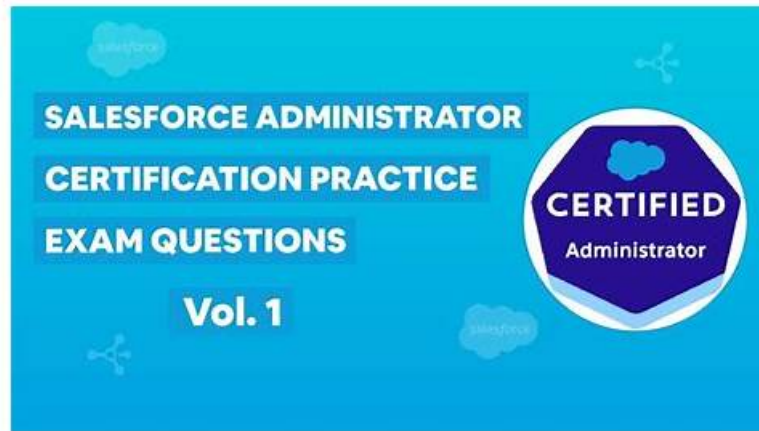# 100% Pass Quiz Salesforce - Salesforce-Certified-Administrator - High Pass-Rate Exam Salesforce Certified Administrator Topic

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Salesforce Certified Administrator Sample Questions (Q150-Q155):

NEW QUESTION # 150
AW Computing has six sales teams in a region. These teams always consists of the same account manager, engineer, and assistant. What should the administrator configure to make it easier for teams to collaborate with the same customer?

- A. Enable and configure standard opportunity teams with splits.
- B. Enable account teams and show the users how to set up a default account team.
- C. Create a queue for each team and assign account ownership to the queue.
- D. Propose the users manually share all their accounts with their teammates.

Answer: B

Explanation:
Explanation
Account teams are groups of users who work together on an account. You can enable account teams inSetup and assign team roles and access levels for each team member. Users can set up a default account team that is automatically added to any account that they own or create. This makes it easier for teams to collaborate with the same customer without manually sharing each account.
References:
https://help.salesforce.com/s/articleView?id=sf.accountteam.htm&type=5https://help.salesforce.com/s/articleVie

NEW QUESTION # 151
The Administrator at Universal Container wants to add branding to salesforce.
Which two considerations should the administrator keep in mind?
Choose 2 Answers

- A. Up to 150 custom themes can be created, modified, or cloned from the built-in themes.
- B. Chatter external users see the built-in Lightning theme only.
- C. Themes apply to salesforce classic and to the salesforce mobile app.
- D. Only one theme can be active at a time, and a theme applies to the entire org.

Answer: B,D

Explanation:
Explanation
Themes are a way to customize the look and feel of Salesforce by changing the colors, images, and logos that appear on Lightning Experience pages. However, there are some limitations and considerations when using themes, such as: only one theme can be active at a time, and a theme applies to the entire org; themes apply only to Lightning Experience and do not affect Salesforce Classic or the Salesforce mobile app; up to 300 custom themes can be created, modified, or cloned from the built-in themes; Chatter external users see the built-in Lightning theme only and cannot see custom themes. References:
https://help.salesforce.com/s/articleView?id=sf.themes_overview.htm&type=5

NEW QUESTION # 152
An administrator has been asked to change the data type of an auto number to text field.
What should the administrator be aware of before changing the field?

- A. Existing field values will be deleted.
- B. Existing field values will remain unchanged.
- C. Existing field values will be Converted.
- D. Existing auto number field to Text is prevented.

Answer: B

NEW QUESTION # 153
The service manager at Ursa Major Solar wants to let customers know that they have received their cases via email and their websites. Medium-priority and high-priority cases should receive different email notifications than low-priority cases. The administrator has created three email templates for this purpose.
How should an administrator configure this requirement?

- A. Add three auto-response rules. Configure one rule entry criteria for each rule and set a filter for case priority. Select the appropriate email template for each rule entry.
- B. Create one auto-response rule. Configure three rule entry criteria and set a filter for case priority. Select the appropriate email template for each rule entry.
- C. Configure one workflow rule that fires when cases are created. Add a filter for case priority. Select the appropriate email template for the rule.
- D. Include three assignment rules that fire when cases are created. Add a filter for case priority. Select the appropriate email template for each rule.

Answer: B

Explanation:

Explanation
Auto-response rules are used to automatically send email responses to lead or case submissions based on the criteria you define. You can create one auto-response rule per object (lead or case) and configure multiple rule entries with different criteria and actions within that rule. To meet the requirement of sending different email notifications based on case priority, you need to create one auto-response rule for cases and configure three rule entries with filters for low-priority, medium-priority, and high-priority cases respectively. Then you need to select the appropriate email template for each rule entry action. References:
https://help.salesforce.com/s/articleView?id=sf.customize_leadsautor.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_casesautor.htm&type=5

NEW QUESTION # 154
Users at Universal Containers would like to visually see the sales stages on an Opportunity page. The administrator is configuring path for Opportunities.
Which is an important consideration for path configuration?

- A. The Owner field can be edited in the key fields Panel.
- B. Path can include guidanceand key fields for each stage.
- C. Celebrations are unable to be added to a path.
- D. Kanban views for Path must be configured manually.

Answer: B

Explanation:
Explanation
Path is a feature that can be used to visually see the sales stages on an opportunity page. Path can include guidance and key fields for each stage to help users move opportunities along the sales process. Guidancecan provide tips, policy information, or best practices for each stage. Key fields can display important fields that users need to fill in or update for each stage.
References:https://help.salesforce.com/s/articleView?id=sf.path_overview.htm&type=5

NEW QUESTION # 155
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