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Salesforce Certified Advanced Administrator Sample Questions (Q99-Q104):

NEW QUESTION # 99

Northern Trail Outfitters (NTO) is expanding into the U.K. While most of NTO's product are the same as in the US. Pricing will vary from product due to shipping and raw material cost differences.

What should the administrator configure for a smooth rollout to the U.K.?

- A. Create a new Price Book for the U.K product pricing.
- B. Add a new U.K Order Form that has the euro symbol instead of the dollar symbol.
- C. Write a flow that translates the currency from dollars to euros using a custom Exchange Rate field.

- D. Configure a U.K Opportunity record type.

Answer: A

Explanation:

Explanation

As explained in question 3, a price book is a list of products and their prices for a specific segment of customers or market. By creating a new price book for the U.K product pricing, Northern Trail Outfitters (NTO) can offer different prices for their products in the U.K market due to shipping and raw material cost differences. The price book can also specify which currency is used for the prices, such as pounds or euros.

References: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

NEW QUESTION # 100

What is an Article Type?

- A. An Article Type defines the structure and format of an article
- B. An Article Type defines the access and security of an article
- C. An Article Type defines which channel can access the article and Internal & Partner & Customer etc.
- D. Each Article created will have a corresponding Article Type that controls its content

Answer: A

NEW QUESTION # 101

Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.

Which two options will CK need to use to manage its customers' accounts?

Choose 2 answers

- A. Campaign Members
- B. Contacts to Multiple Accounts
- C. Person Accounts
- D. Leads

Answer: B,C

Explanation:

To manage both B2C and B2B customers, CK should use Person Accounts and Contacts to Multiple Accounts features. Person Accounts allow CK to store information about individual consumers without requiring a separate account record. Contacts to Multiple Accounts allow CK to associate a contact with multiple accounts, such as their employer and their personal account.

References: <https://help.salesforce.com/s>

[/articleView?id=sf.account_person_behavior.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.](https://help.salesforce.com/s/articleView?id=sf.account_contact_rel_overview.htm&type=5)

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NEW QUESTION # 102

Universal Container categorizes its accounts with one of two status values-Prospect or Customer. The administrator wants to automatically change the value from Prospect to Customer when an opportunity is won.

What can the administrator do to accomplish this? Choose 2 answers

- A. Create an opportunity workflow rule that updates the Account Status field
- B. Create an Account workflow rule that updates the Account Status field
- C. Use Visualforce to update the Account Status field
- D. Use an Apex trigger to update the Account Status field

Answer: A,D

NEW QUESTION # 103

Cloud Kicks (CK) has an email parsing tool. CK wants to ensure that when certain field are updated, the Case Owner is notified by email.

What should the administrator use to email the Case Owner?

- A. Outbound Message
- B. Email-to-Case
- **C. After Save Flow**
- D. Before Save Flow

Answer: C

Explanation:

Explanation

An after save flow is a type of flow that runs in the background after a record is saved and performs actions based on the record data or changes. An after save flow does not require user input or interaction and can be triggered by a record-triggered flow element or by an Apex trigger. In this case, you can create an after save flow that runs when a case record is updated and delivers status update email to customers based on certain criteria or conditions. References:

https://help.salesforce.com/s/articleView?id=sf.flow_trigger_types.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.flow_concepts_trigger.htm&type=5

NEW QUESTION # 104

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