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## Salesforce Certified Administrator Sample Questions (Q198-Q203):

**NEW QUESTION # 198**
Northern Trail Outfitters has a custom quick action on Account that creates a new Case.
How should an administrator make the quick action available on the Salesforce mobile app?

- A. Include the action in the Salesforce Mobile Navigation menu.
- B. Create a custom Lightning App with the action.
- C. Add the Salesforce Mobile and Lightning Experience action to the page layout.

- D. Modify compact Case page layout to include the action.

**Answer: C**

Explanation:
Explanation
To make a quick action available on the Salesforce mobile app, you need to add it to the Salesforce Mobile and Lightning Experience Actions section of the page layout. You can use the Page Layout Editor to drag and drop the quick action onto the section.
References: https://help.salesforce.com/s/articleView?id=sf.actions_in_lex.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_page_layouts.htm&type=5

**NEW QUESTION # 199**
Universal Container wants to prevent its service team from accessing deal records. While service users are unable to access deal list views, they are able to find the deal recordsvia a search.
What options should the administrator adjust to fully restrict access?

- A. Permissions and tab visibility
- B. App permissions and search terms
- C. Page layouts and field- level security
- D. Record setting and search index

**Answer: A**

Explanation:
Explanation
Permissions and tab visibility are two options that administrators can adjust to fully restrict access to records for certain users or profiles. Permissions determine what users can do with records, such as create, read, edit, delete, view all, or modify all. Tab visibility determines whether users can see a specific object tab in their app launcher or navigation bar. By setting permissions and tab visibility to none or hidden for deal records for service users or profiles, administrators can prevent them from accessingdeal records via search or other methods. References:
https://help.salesforce.com/s/articleView?id=sf.users_profiles_permissions.htm&type=5https://help.salesforce.co

**NEW QUESTION # 200**
Cloud Kicks is Introducing a new shoe model and wants to advertise on TV, radio, print, and social under the banner of a called New Runners. In addition, total statistics for this marketing effort need to be aggregated and visible.
Which feature should the administrator use to implement this functionality?

- A. Parent campaign field
- B. Junction object
- C. Master-detail relationship
- D. Lookup relationship

**Answer: A**

Explanation:
Explanation
To advertise on TV, radio, print, and social under one banner called New Runners and aggregate total statistics for this marketing effort, an administrator should use Parent campaign field on Campaign object. This field allows creating hierarchical relationships between campaigns by specifying one campaign as parent of another campaign. Parent campaigns roll up statistics from child campaigns such as number of leads generated, amount of revenue won etc. For example, an administrator can create four child campaigns for TV, radio, print and social ads respectively and link them to one parent campaign called New Runners using Parent campaign field. Junction object, lookup relationship, and master-detail relationship are not features related to Campaign object or hierarchy. References:
https://help.salesforce.com/s/articleView?id=sf.campaigns_parent.htm&type=5

**NEW QUESTION # 201**
Cloud Kicks generates leads for its different product categories (shoes, apparel, and accessories) through many different sources.

While some lead sources are used for all three categories, other lead sources are specific to a single category. The VP of marketing requests that only the proper lead sources be displayed based on the product category chosen.
How should the administrator configure Salesforce to meet this requirement?

- A. Create a page layout for each category and filter the Lead Source field based on category.
- B. Create business processes and record types for each of the three product categories.
- C. Create a dependency between the Product Category field and Lead Source field.
- D. Create a single business process, then create record types for each product category.

**Answer: C**

Explanation:
Explanation
To display only the proper lead sources based on the product category chosen, an administrator should create a dependency between the Product Category field and Lead Source field on Lead object. A dependency is a relationship between two picklist fields that restricts the values available in one picklist based on the value selected in another picklist. For example, an administrator can create a dependency that shows only Online Store and Social Media as lead sources if Product Category is Shoes, but shows only Trade Show and Magazine as lead sources if Product Category is Apparel. Creating a page layout for each category, creating business processes and record types for each category, or creating a single business process with record types for each category will not display only the proper lead sources based on the product category chosen.
References: https://help.salesforce.com/s/articleView?id=sf.customize_dependent.htm&type=5

**NEW QUESTION # 202**
An Administrator wants to trigger a follow-up task for the opportunity owner when they close an opportunity as won and another task after 60 days to check in with the customer.
which two automation tools should the administrator use?
Choose 2 answers

- A. Outbound Message
- B. workflow Rule
- C. Field Update
- D. process builder

**Answer: C,D**

Explanation:
Explanation
Process builder can be used to create a record-triggered flow that executes when an opportunity is closed as won and creates a follow-up task for the owner. Field update can be used to update a date field on the opportunity that can be referenced by a time-dependent workflow rule to create another task after 60 days.
References: https://help.salesforce.com/s/articleView?id=sf.process_which_tool.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.workflow_time_action_considerations.htm&type=5

**NEW QUESTION # 203**
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