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Salesforce Certified Administrator Sample Questions (Q96-Q101):

NEW QUESTION # 96
An administrator needs to create a one-to-many relationship between two objects with limited access to child records.
What type of field should the administrator use?

- A. Roll-up summary
- B. Lookup field
- C. Master-detail field
- D. Cross object formula

Answer: C

NEW QUESTION # 97
Which statement is true regarding High Volume Portal users? Choose 2 answers

- A. Are not assigned to roles in the role hierarchy
- B. Are allotted extra data storage usage
- C. Can view documents from Content workspaces
- D. Cannot own an Account record

Answer: A,D

NEW QUESTION # 98
The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

- A. Depends on the Users Locale
- B. FALSE
- C. TRUE
- D. 50.000

Answer: C

Explanation:
Section: Volume D

NEW QUESTION # 99
Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options. What should a Platform Administrator configure to meet these requirements?

- A. Validation rules that ensure that users are entering accurate sales stage information
- B. Separate record types and sales processes for the different types of opportunities
- C. Different page layouts that control the picklist values for the opportunity types
- D. Public groups to limit record types and sales processes for opportunities

Answer: B

Explanation:
To manage different business requirements for a single object like Opportunities, Salesforce utilizes a combination of Record Types and Sales Processes. A Sales Process is a specific feature for the Opportunity object that allows an administrator to select which "Stage" picklist values are visible. In this scenario, the admin would create one Sales Process for "Business" (4 stages) and another for "Partner" (8 stages). Once these processes are defined, they are linked to Record Types. Record Types are the engine that allows different users to see different Page Layouts and picklist options based on the "type" of record they are creating. This architecture ensures that users working on Partner deals are guided through the appropriate eight stages and see the relevant fields on their layout, while Business users have a streamlined four-stage experience. This separation is critical for maintaining data integrity and ensuring that the reporting for each pipeline is accurate. It prevents confusion by only showing users the options that are relevant to the specific context of the deal they are managing.

NEW QUESTION # 100
A time dependent action is placed in the work flow queue when the record is created. When will the action be removed from the queue? (2 answers)

- A. When another record triggers the same workflow rule
- B. When the record no. longer matches he rule criteria.
- C. When a validation rule is triggered for the record
- D. When the action is deleted from the workflow queue.

Answer: B,D

NEW QUESTION # 101
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