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Salesforce Certified Administrator Sample Questions (Q141-Q146):

NEW QUESTION # 141

Fill in the blank.

What do Sales Teams do?

Answer:

Explanation:

See the answer below

Explanation/Reference:

Explanation: Focuses on Opportunity Records being shared to a specified group of users based on the Opportunity Owner.

NEW QUESTION # 142

Which two dashboards components should display data from the summary rows of a report? (Choose two.)

- A. Chart
- B. Table
- C. Metric
- D. Gauge

Answer: A,B

Explanation:

Section: Volume J

NEW QUESTION # 143

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

Answer: A

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. Guidance can 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 # 144

List view can (Choose all that apply.)

- A. Show up to 2000 records in the record count display
- B. Print up to 1000 records in print view
- C. Print list can be exported to excel
- D. Be enabled and disabled by individual users

Answer: A,B

Explanation:

Section: Volume F

NEW QUESTION # 145

Which Service Cloud and Service Cloud Console Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

- A. Global Search for the Service Cloud Console
- B. Salesforce Knowledge Article Number
- C. Multiple Languages for Salesforce Knowledge
- D. Additional Case Article Fields Available for Reports and the Articles Related List
- E. Salesforce Knowledge Sidebar for the Service Cloud Console (Contextual Knowledge)

Answer: C,D,E

NEW QUESTION # 146

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