

# Free PDF 2026 Salesforce Advanced-Administrator: Salesforce Certified Advanced Administrator Useful Official Practice Test



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## What is the duration of the Advanced-Administrator Exam

- Number of Questions: 60
- Length of Examination: 105 minutes
- Format: Multiple choices, multiple answers
- Passing Score: 68%

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## Salesforce Advanced-Administrator Exam Questions - Easily Pass The Exam

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## Salesforce Certified Advanced Administrator Sample Questions (Q48-Q53):

### NEW QUESTION # 48

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

**Answer: A,C**

#### NEW QUESTION # 49

There is Custom Object and Only System admin has CRED access. Now they want to extend it to VP User.

How System Administrator can achieve this ? Choose 2

- A. Sharing Rule
- **B. Create Custom Profile**
- **C. Use Permission Set**
- D. OWD
- E. Change existing Standard Profile

**Answer: B,C**

#### NEW QUESTION # 50

Cloud Kicks needs to automate several updates to lead records and update unrelated records. Select changes should happen every time a record is created or updated, Put other changes should only happen when the record is updated.

Which two options should the administrator use to automate these updates?

Choose 2 answers

- A. Use "formula evaluates to true" workflow rule with the ISCHANCEO function to make changes when the record is updated.
- **B. Create a Process Builder that runs when a record is changed.**
- **C. Create a flow that runs when a record is created or updated.**
- D. Use a Decision element with the "Only if the record that triggered the flow to run is updated to meet the condition requirements" option.

**Answer: B,C**

Explanation:

Process Builder and Flow Builder are tools that allow administrators to automate business processes in Salesforce without writing code. Process Builder and Flow Builder can perform actions such as creating records, updating fields, sending emails, posting to Chatter, invoking Apex classes, calling flows, etc.

To automate several updates to lead records and update unrelated records at Cloud Kicks, an administrator can use two options:

\* B) Create a Process Builder that runs when a record is changed

Process Builder is a tool that allows administrators to create processes that consist of criteria nodes and action groups. Criteria nodes define the conditions that trigger the process and action groups define the actions that the process performs. Processes can run when a record is created or when a record is created or edited.

By creating a Process Builder that runs when a record is changed, an administrator can automate updates to lead records based on certain criteria and perform actions such as updating fields, sending emails, posting to Chatter, invoking Apex classes, calling flows, etc. References:

[https://help.salesforce.com/s/articleView?id=sf.process\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.process_overview.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.process\\_considerations.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.process_considerations.htm&type=5)

\* C) Create a flow that runs when a record is created or updated

Flow Builder is a tool that allows administrators to create flows that consist of elements such as screens, assignments, decisions, loops, etc. Elements define the logic and user interface of the flow. Flows can run in different ways such as when a user clicks a button, when a record is updated by Process Builder, when an event occurs in the system (such as record creation), etc.

### NEW QUESTION # 51

A sales manager cannot view a contact owned by a salesperson. The salesperson is below the sales manager in the role hierarchy. Why is the sales manager unable to view the contact?

**Answer:**

Explanation:

Contact sharing settings have grant access using hierarchies unchecked

### NEW QUESTION # 52

With Customizable Forecasting you can forecast any of the following data. Choose three answers.

- A. Units of Individual Products
- B. Quantity
- C. Amount
- D. Units of Product Family

**Answer: B,C,D**

### NEW QUESTION # 53

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