

# Salesforce Advanced-Administrator Reliable Test Blueprint: Salesforce Certified Advanced Administrator - BraindumpsIT Valuable Prepaway Dumps for you



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As the development of the science and technology is fast, so the information of the Advanced-Administrator exam materials changes fast accordingly. The updated version of the Advanced-Administrator study guide will be different from the old version. Some details will be perfected and the system will be updated. You will enjoy learning on our Advanced-Administrator Exam Questions for its wonderful and latest design with the latest technologies applied.

Salesforce Advanced-Administrator certification is an advanced-level credential that validates the skills and knowledge of Salesforce administrators who have gained advanced-level experience in Salesforce administration. Salesforce Certified Advanced Administrator certification is designed to test the candidate's understanding of advanced Salesforce administration concepts and best practices. Passing the exam requires a thorough understanding of the Salesforce platform and its advanced features, making this certification a valuable asset for professionals looking to advance their careers in Salesforce administration.

Salesforce is a popular customer relationship management (CRM) software used by businesses worldwide. It is a cloud-based platform that provides a range of services, including sales, marketing, customer service, and analytics. To become proficient in using Salesforce, one can pursue various certification programs offered by Salesforce. One such certification is the Salesforce Advanced-Administrator.

The Salesforce Advanced-Administrator Exam consists of 60 multiple-choice questions and must be completed within 105 minutes. The passing score for Advanced-Administrator exam is 65%, and it is recommended that individuals have at least two years of experience working with Salesforce before attempting the exam. The cost of the exam is \$200, and it can be taken either online or in-person at a testing center.

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## Salesforce Certified Advanced Administrator Sample Questions (Q163-Q168):

### NEW QUESTION # 163

AW Computing created new multi-tier service plans. The primary difference between the packages is the length of the term. The company wants to capture start and end dates for each service plan sold, which can differ from the contract dates of the subscription. How should an administrator ensure the data is captured properly?

- A. Create a new price book for service plans with term lengths.
- B. Build a validation rule on the Opportunity object to require custom date fields based on the product(s) selected.
- C. Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.
- D. Configure formula fields to reflect the close date of the opportunity.

**Answer: C**

Explanation:

A validation rule on the Opportunity Product object to require custom date fields based on the product family will ensure that the data is captured properly. A validation rule can check if the product family matches the service plan and if so, require the start and end date fields to be filled out. This way, AW Computing can capture the term length for each service plan sold. References:

[https://help.salesforce.com/s/articleView?id=sf.fields\\_about\\_validation\\_rules.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5)

### NEW QUESTION # 164

The sales operations team at Universal Containers wants to ensure that when an opportunity is won the custom shipment date field is populated.

How should the administrator configure Salesforce to meet this requirement?

- A. Add a default value to the shipment date using the Today() function.
- B. Make the shipment date field required on the opportunity page layout.
- C. Create a validation rule on the opportunity using the ISBLANK() function.
- D. Create a dependency between the stage and shipment date fields.

**Answer: C**

### NEW QUESTION # 165

Universal Containers has a requirement to report on opportunities where the probability has dropped beneath 50%. The administrator has created a custom checkbox as a way to identify these records.

What else should the administrator do to meet this requirement? \* (1 Point)

- A. Create an approval process that submits the opportunity for approval when the custom checkbox is true
- B. Build a validation rule that displays an error
- C. Enable field history tracking on the field and include the history in the report filter
- D. Create a workflow rule that updates the field when the probability drops below 50%

**Answer: D**

### NEW QUESTION # 166

The VP of sales noticed that sales representatives are extending their close dates to the future on their opportunities. How can the sales managers determine how many times close dates are being changed? Choose 2

- A. Use workflow to update a count field when the close date field has changed using the criteria `closedate > PRIORVALUE(closedate)`
- B. Have a developer create an apex trigger to update a count field when a change to the close date field has been made.
- C. Add a formula field on the page layout of the opportunity with the default value set to `PRIORVALUE(close date)`.
- D. Use workflow to update a count field when the close date field has changed using the criteria `ISCHANGED(closedate)`.

**Answer: A,D**

### NEW QUESTION # 167

What would prevent a user from syncing a quote with an opportunity?

- A. The quote has already passed its expiration date.
- B. The quote has a validation rule preventing it from being updated.
- C. Another quote is already synced with the opportunity.
- D. Another quote is already synced with the opportunity and is awaiting approval.

**Answer: B**

### NEW QUESTION # 168

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