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Salesforce ADX-211 Certification Exam is designed to test the skills and knowledge of professionals who administer, extend, and automate Salesforce. Administer, Extend, and Automate Salesforce certification is valuable for professionals who want to advance their careers in the Salesforce ecosystem and demonstrate a high level of expertise in Salesforce administration, extension, and automation. Administer, Extend, and Automate Salesforce certification provides access to a network of Salesforce professionals and resources to help individuals stay current with the latest developments in the platform.

Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q161-Q166):

NEW QUESTION # 161

A sales rep at AW Computing needs to give read/write access to an Account and related records to a teammate #m* the sales rep is on vacation.

How could the administrator enable the sales rep to give record access to a colleague?

- A. Create an ownership-based sharing rule.
- B. Add the Manual Sharing button the page layout.
- **C. Include the rep on the Opportunity Team.**
- D. Enable public groups for sharing.

Answer: C

NEW QUESTION # 162

Universal Containers wants to track expense reports and expense line items. Values from expense line item records need to be aggregated and displayed on the expense record. What type of relationship should an administrator use to ensure that expense line items can be aggregated?

- A. Lookup
- **B. Master-detail**
- C. Roll-up summary
- D. Hierarchical

Answer: B

NEW QUESTION # 163

The administrator at Cloud Kicks needs to import a batch of person accounts into Salesforce. What tool should the administrator use?

- **A. Data Import Wizard**
- B. Quick Create
- C. Mass Update
- D. Bulk API

Answer: A

NEW QUESTION # 164

An administrator has a request to create a Next Steps field for users to document what they need to do next on a lead. The field should allow users to format the text and be mapped to an opportunity when converted. What type of field will satisfy these requirements?

- **A. Text Area (Rich)**
- B. Text Area
- C. Formula (Text)
- D. Text Area (Long)

Answer: A

NEW QUESTION # 165

The sales manager at Cloud Kicks wants a way to report on information from a form their clients fill out during the sales cycle. Once a form has been submitted, the client is unable to access it. This form may need to be filled out more than once during the sales cycle. There are more than 30 fields on this form, and the sales team needs to be able to see what changed from one submission to the next.

Which two options should an administrator use to solve this scenario?

Choose 2 answers

- **A. Add forms as attachments.**
- B. Make custom fields.

- Answer: A,D**

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