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Salesforce ADX-211 Exam is a certification exam that is designed for Salesforce administrators who are looking to expand their knowledge and skills in administering, extending, and automating Salesforce. ADX-211 exam is a comprehensive assessment of an individual's ability to manage and maintain the Salesforce platform, including topics such as managing users, data, and security, as well as configuring and customizing the platform.

Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q208-Q213):

NEW QUESTION # 208

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

Explanation:

A Text Area (Rich) field allows users to format the text with fonts, colors, images, and hyperlinks. It also supports mapping to an opportunity when converting a lead. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_using_rich_text_area.htm&type=5

NEW QUESTION # 209

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

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

Answer: D

NEW QUESTION # 210

Cloud Kicks maintains Inventory in a legacy application. Management wants the information to also be available to view and report on in Salesforce.

Which action should the administrator take to achieve this goal?

- A. Import the data into a custom object when needed; delete after it is used.
- B. Build a Lightning component and use SFDX to connect to the inventory app.
- C. Create an external object that maps to the inventory application.
- **D. Upload an Excel spreadsheet with the data into the Files tab.**

Answer: D

NEW QUESTION # 211

The inside sales manager at Universal Containers wants to be able to report on how long leads have a Lead Status of "Open" before the status changes to another value. Additionally, the sales team has requested the status value be changed with fewer clicks. What should the administrator do to meet this requirement?

- A. Use a quick action to change the status value and a workflow rule to update a date field.
- B. Turn on field history tracking for the lead status field and create a report based on that field.
- C. Use a formula field to calculate the difference between the current and created data when the status changes through inline editing.
- D. Use a workflow rule that sends an email when the Lead Status is changed and an approval process to update the status.

Answer: C

NEW QUESTION # 212

The VP of finance noticed incomplete information on the record that indicates if the borrower was approved or offered an alternate product. This information is collected mid-way through the sales cycle in a picklist. How should the administrator ensure this Add is completed prior to dosing the opportunity?

- A. Make the field required in field-level security.
- B. Make the field required on the page layout.
- C. Create a workflow rule.
- D. Create a validation rule.

Answer: D

NEW QUESTION # 213

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