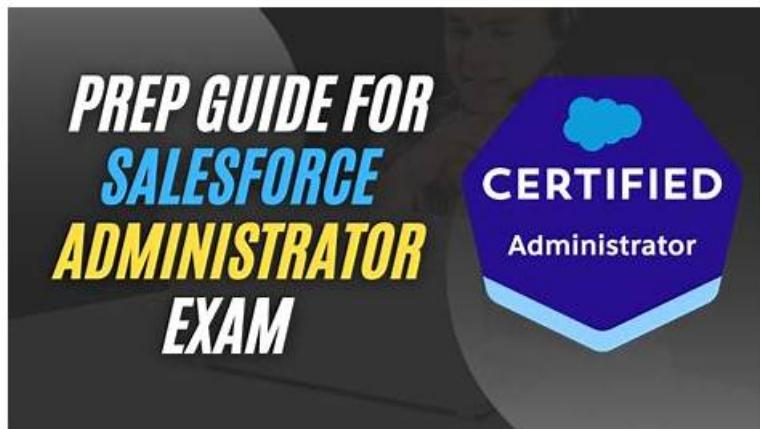


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Salesforce Certified Administrator Sample Questions (Q45-Q50):

NEW QUESTION # 45

Ursa Major Solar uses Opportunity to track sales of solar energy products. The company has two separate sales teams that focus on different energy markets. The Services team also wants to use Opportunity to track installation. All three teams will need to use different fields and stages.

How Should the administrator configure this requirement?

- A. Create three sales processes. Create three record types and three page layouts.
- B. Create one sales process. Create three record types and three page layouts.

- C. Create three sales processes. Create three record types and one page layout.
- D. Create one sales process. Create one record type and three page layouts.

Answer: A

NEW QUESTION # 46

The administrator at Universal Container has created two objects:Containers_c Purchase_c, Management has requested that all container records display on purchase records in Salesforce.

Which type of relationship between Containers_c and Purchase_c should satisfy the requirement?

- A. Formula field
- B. Roll-Up Summary field
- C. Master-detail field
- D. **Lookup field**

Answer: D

Explanation:

Explanation

A lookup field is a type of field that allows administrators to create a relationship between two objects by linking records from one object to another object. For example, a lookup field can link an account record to a purchase record by storing the account ID on the purchase record. A lookup field allows users to select an existing record from a pop-up window or create a new record from the same window.

References:https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5

NEW QUESTION # 47

Northern trail Outfitter wants to use contract hierarchy in its or to display contact association.

What should the administrator take into consideration regarding the contact hierarchy?

- A. Sharing setting are ignored by contacts displayed in the Contact Hierarchy.
- B. Customizing hierarchy columns changes the recently viewed Contacts list view.
- C. **Contacts displays in the contact hierarchy are limited to record-level access by User.**
- D. Contact Hierarchy is limited to only 3,000 contacts at one time.

Answer: C

NEW QUESTION # 48

A sales rep has left the company and an administrator has been asked to re-assign all their accounts and opportunities to a new salesrep and keep the teams as is.

Which tool should an administrator use to accomplish this?

- A. Data Loader
- B. Data Import Wizard
- C. **Mass Transfer Tool**
- D. Dataloader.io

Answer: C

Explanation:

Explanation

The mass transfer tool allows you to transfer up to 250 records at a time from one user to another user while keeping the existing team members intact. You can access this tool from Setup by entering Mass Transfer Records in the Quick Find box.

References:https://help.salesforce.com/s/articleView?id=sf.mass_transfer_overview.htm&type=5

NEW QUESTION # 49

Northern Trail Outfitters has a new flow that automatically sets the field values when a new account is created. That the flow is

launched by a process. But the flow is not working properly.
What should administrator do to identify the problem?

- A. Review debug logs with the login level.
- B. Setup Email logs and review the send error log.
- C. View the setup audit Trail and review for errors.
- D. Use the native debug feature in the flow builder.

Answer: D

Explanation:

Explanation

Native debug feature is a tool that can be used to identify the problem with the new flow. Native debug feature allows users to test a flow by running it with different input values and inspecting the output values at each element. Users can also see error messages and warnings that indicate where the flow failed or might fail.

References: https://help.salesforce.com/s/articleView?id=sf.flow_debug.htm&type=5

NEW QUESTION # 50

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