

Salesforce Advanced-Administrator Reliable Dumps Questions & Advanced-Administrator Valid Test Practice



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Salesforce Certified Advanced Administrator Sample Questions (Q130-Q135):

NEW QUESTION # 130

An administrator is creating a custom Opportunity record page for Sales users for new logo opportunities. They need to control what fields display on the record when a sales user is viewing the opportunity. Where should the administrator edit what fields display in the details of the record page?

- A. Record Detail Component
- B. Record Types
- C. Page Layout
- D. Custom Lightning Component

Answer: C

Explanation:

Explanation

The fields that display in the details of the record page are controlled by the page layout assigned to the user's profile and record type. The administrator can edit the page layout to add, remove, or reorder fields on the record page. References: https://help.salesforce.com/s/articleView?id=sf.customize_layouts.htm&type=5

NEW QUESTION # 131

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

Answer: C

NEW QUESTION # 132

How should an administrator support a finance team that is trying to use Opportunity data to keep an eye on their pipeline rather than manually calculating anticipated income for the quarter?

- A. Create a custom Forecasting object to inform the finance team on the status of deals.
- B. Show the finance team how to use the Opportunity Kanban List View.
- **C. Set up collaborative forecasting to view quota against the open pipeline.**
- D. Run a report at the end of each quarter to update the finance team on pipeline status.

Answer: C

Explanation:

To help the finance team use Opportunity data to keep an eye on their pipeline without manually calculating anticipated income for the quarter, the administrator should set up collaborative forecasting. Collaborative forecasting allows users to view quota against open pipeline and make adjustments based on changing business conditions. References: https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5

NEW QUESTION # 133

The support managers want a way to identify other cases that require similar skills or help articles. This will allow them to easily determine appropriate support agents that can assist with reoccurring customer issued.

Which two of object relationship should help accomplish this?

- A. Self-Relationship
- **B. Master-Detail Relationship**
- C. Hierarchical Relationship
- D. indirect Relationship

Answer: B

NEW QUESTION # 134

An administrator has unchecked the "Enable content pack creation" checkbox after users had created content packs.

What is the impact of this change?

- A. The Clone & Customize button will continue to be available
- B. All existing content packs will be deleted
- **C. Users can modify the description and title of existing packs**
- D. Users can continue to edit the contents of existing packs

Answer: C

NEW QUESTION # 135

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