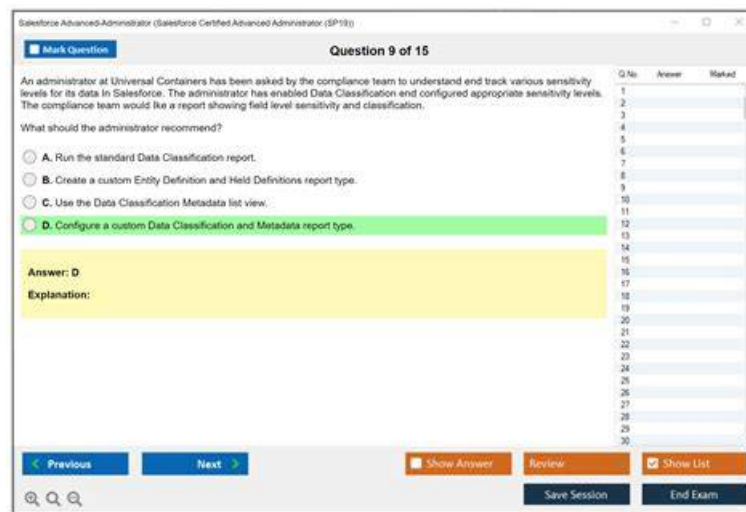


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Topic 5: Service and Support Applications	
Topic 6: Setup and Configuration	
Topic 7: Security and Access	
Topic 8: Object Manager and Lightning App Builder	
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Salesforce Certified Administrator Sample Questions (Q50-Q55):

NEW QUESTION # 50

The administrator at Clod Kicks updated the custom object Event to include a lookup field to the primary contact for the event. When running an event report, They want to reference fields from the associated contact record. What should the administrator do to pull contact fields into the Custom report?

- A. Use a dashboard with filters to show Event and Contact data as requested.
- B. Configure formula fields on event to populate contact information
- C. Edit the custom Event report type and add fields related via lookup.
- D. Create a new report type with event as the primary object and Contact as a related object.

Answer: C

NEW QUESTION # 51

The marketing team wants a new picklist value added to the Campaign Member Status field for the upsell promotional campaign. Which two solutions should the administrator use to modify the picklist field values? Choose 2 answers

- A. Mass modify the Campaign Member Statuses related list.
- B. Modify the picklist value on the Campaign Member Statuses related list
- C. Add the Campaign Member Statuses related list to the Page Layout.
- D. Edit the picklist values for the Campaign Status in object Manager.

Answer: C,D

NEW QUESTION # 52

Which two objects are customizable the Stage Setup Flow? Choose 2 answers

- A. Leads
- B. Opportunities
- C. Campaign Members
- D. Campaigns

Answer: A,B

Explanation:

Explanation

The Stage Setup Flow is a tool that allows administrators to customize stages for leads and opportunities based on best practices from Salesforce experts. The Stage Setup Flow guides administrators through a series of questions about their sales process and then creates or updates stages for leads or opportunities accordingly.

The Stage Setup Flow also provides tips and resources for each stage such as key fields, guidance for success, reports and dashboards, etc.

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

NEW QUESTION # 53

Northern Trail outfitters has hired interns to enter Leads into Salesforce and has requested a way to identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?

- A. Define a record type and assign it to the interns.
- B. Set up Web-to-Lead form the interns use.

- C. Update the active Lead Assignment Rules.
- D. Create a separate Lead Lightning App.

Answer: A

Explanation:

Explanation

To identify new leads entered by interns from existing leads, the administrator should define a record type and assign it to the interns. This will allow them to select a different record type when creating leads, and distinguish them from other leads based on record type. Setting up Web-to-Lead form will not work if the interns are entering leads manually in Salesforce. Creating a separate Lead Lightning App or updating the active Lead Assignment Rules will not affect lead identification. References:

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

NEW QUESTION # 54

The administrator at Ursa Major Solar has Created anew record type for customer warranty cases which two assignments should the administrator use to display the new record type to users?

Choose 2 answers

- A. Profile Assignment
- B. App Manager Assignment.
- C. Page layout Assignment.
- D. Role Assignment

Answer: A,C

Explanation:

Explanation

Profile assignment and page layout assignment are two assignments that should be used to display a new record type to users. Profile assignment determines which profiles can access a record type and which record type is the default for each profile. Page layout assignment determines which page layout is assigned to each record type and profile combination. References:

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

NEW QUESTION # 55

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