

# Latest Advanced-Administrator Exam Question & Advanced-Administrator PDF

**Salesforce.com Advanced Administrator 2025 LATEST UPDATED**

**COMPLETE QUESTIONS AND ANSWERS 2025| 100% RATED**

**CORRECT!!!**

A system administrator has unchecked the setting "Enable Content Pack Creation". What can users do with content packs? Choose 1.

- A. Users can modify existing content packs.
- B. Users can only edit description and title of existing content packs
- C. Users cannot do anything to existing content pack - (answers)B

Which value rolls up for both customizable and collaborative forecasting? Choose 1.

- A. Expected revenue
- B. Quota
- C. Opportunity amount
- D. Amount - (answers)C

What are common to forecasting? (collaborative and customizable) Choose 2

- A. Expected revenue
- B. Quota
- C. Forecast category - (answers)A, C

UC needs to use a different pricebook for sales representatives in US, EMEA and APAC. What should the system administrator do? Choose 1.

- A. Create a separate pricebook for each region

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## Salesforce Certified Advanced Administrator Sample Questions (Q32-Q37):

### NEW QUESTION # 32

What permission you need for manage milestone and entitlement ? Choose 2

- A. Customize Entitlement
- B. Manage Application
- C. **Customize Application**
- D. Manage Entitlement

**Answer: C,D**

### NEW QUESTION # 33

Cloud Kicks wants to implement multi-factor authentication (MFA) to help better secure its Salesforce org.

Which two options should the administrator consider to use MFA?

Choose 2 answers

- A. A Username and Password
- B. **An Authentication App**
- C. A Security Token
- D. An Encryption Key

**Answer: A,B**

Explanation:

An authentication app is a mobile app that generates verification codes for logging in to Salesforce or other services that require multi-factor authentication (MFA). A username and password are also required for logging in to Salesforce, but they are not sufficient for MFA. References:

[https://help.salesforce.com/s/articleView?id=sf.identity\\_auth\\_apps.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.identity_auth_apps.htm&type=5)

### NEW QUESTION # 34

The accounting team at Universal Containers is looking to roll out two new custom objects: a parent Invoice object and a child Payment object. Whenever a Payment record is created, the Invoice object should be updated to reflect the current outstanding value of the Invoice.

What should the administrator do to build this functionality?

- A. Create a lookup-relationship on the Payment and a workflow cross object field update.
- B. Create a master-detail relationship on the Payment and a workflow cross object field update.
- C. **Create a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice.**
- D. Create a lookup-relationship on the Payment with a Roll-up Summary field on the Invoice.

**Answer: C**

Explanation:

Creating a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice will build this functionality. A master-detail relationship creates a parent-child relationship between two objects, where the child records inherit the sharing and security settings of their parent. A Roll-up Summary field calculates values from related child records, such as count, sum, min, or max. In this case, the Roll-up Summary field on the Invoice can calculate the sum of all Payments related to it and subtract it from the Invoice amount to get the current outstanding value. References:

[https://help.salesforce.com/s/articleView?id=sf.relationships\\_considerations.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5)

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### NEW QUESTION # 35

Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.

Which two options will CK need to use to manage its customers' accounts?

Choose 2 answers

- A. Person Accounts
- B. Contacts to Multiple Accounts
- C. Leads
- D. Campaign Members

**Answer: A,B**

Explanation:

To manage both B2C and B2B customers, CK should use Person Accounts and Contacts to Multiple Accounts features. Person Accounts allow CK to store information about individual consumers without requiring a separate account record. Contacts to Multiple Accounts allow CK to associate a contact with multiple accounts, such as their employer and their personal account.

References: [https://help.salesforce.com/s/articleView?id=sf.account\\_person\\_behavior.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.account\\_contact\\_rel\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.account_contact_rel_overview.htm&type=5)

### NEW QUESTION # 36

The administrator at Universal Containers wants to improve data quality by ensuring that all accounts have a Billing State/Province based upon the Billing Postal Code for that account.

Which two solutions can meet the requirement? (Choose two.)

- A. Use a workflow that populates Billing State/Province based on a custom object that maps postal codes to states/provinces
- B. Use a validation rule to do an HLOOKUP of the Billing Postal Code to a custom object that maps postal codes to states/provinces
- C. Use a validation rule to do a VLOOKUP of the Billing Postal Code to a custom object that maps postal codes to states/provinces
- D. Use a trigger that populates Billing State/Province based on a custom object that maps postal codes to states/provinces

**Answer: C,D**

### NEW QUESTION # 37

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