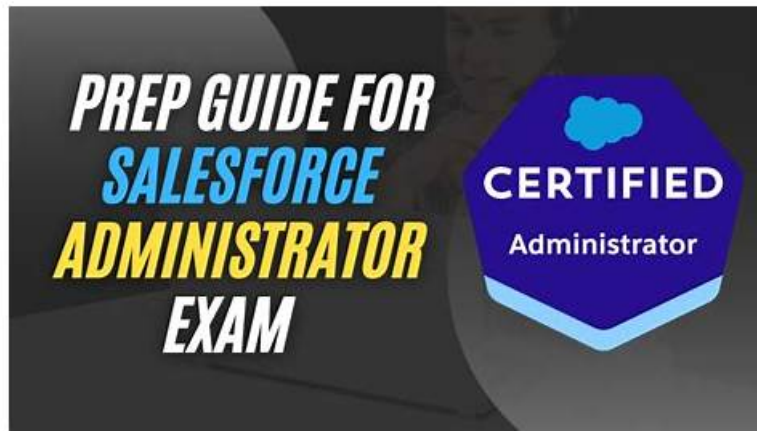# 100% Pass Salesforce - Salesforce-Certified-Administrator - Latest Salesforce Certified Administrator PDF Question

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Salesforce Certified Administrator Sample Questions (Q132-Q137):

NEW QUESTION # 132
DreamHouse Reality needs to use consistent picklist value on a category filed on accounts and cases, with value respective to record types.
Which two features should the administrator use to fulfill this requirement?
Choose 2 Answers

- A. Global Picklist
- B. Multi-Select Picklist
- C. Custom Picklist
- D. Dependent Picklist

Answer: A,C

NEW QUESTION # 133
The administrator has created new users for ten new employees at Northern Trail Outfitters.
Why are these users unable to access the account object in the Salesforce or?

- A. Users' profile requires a sharing rule for Accounts.
- B. Users' roles are low on the role hierarchy.
- C. Users' profile requires permission to the Account object.
- D. Organization-wide defaults are set to private.

Answer: C

Explanation:
Explanation
To access the account object in Salesforce, users need to have permission to the account object on their profile or permission set. Permission to an object determines what users can do with records of that object, such as create, read, edit, delete, view all, or modify all. If users do not have permission to an object, they will not be able to see or access that object in Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.users_profiles_permissions.htm&type=5

NEW QUESTION # 134
Universal Containers (UC) has a queue that is used for managing tasks that need to be worked by the UC customer support team.
The same team will now be working some of UC's Cases.
Which two options should the administrator use to help the support team?
Choose 2 answers

- A. Create a new queue and add Cases as an available object.
- B. Configure a flow to assign the cases to the queue.
- C. Add Cass to the existing queue as available object.
- D. Use assignment rules to set the queue as the owner of the case.

Answer: B,D

NEW QUESTION # 135
Northern Trail Outfitters wants to know the average stage duration for all closed Opportunities.
How should an administrator support this request?

- A. Add Formula Fields to track Stages on each Opportunity.
- B. Run the Opportunity Stage Duration report.
- C. Useprocess builder to capture the daily average on each opportunity.
- D. Refresh weekly reporting snapshots for Closed Opportunities.

Answer: B

Explanation:
Explanation
The Opportunity Stage Duration report is a standard report that shows how long opportunities spend in each stage before they are closed. It can be used to measure the average stage duration for all closed opportunities by grouping and summarizing the data by stage name and duration fields. Using process builder to capture the daily average on each opportunity is not feasible because it would require creating multiple fields and formulas on the opportunity object and updating them every day. Adding formula fields to track stages on each opportunity is also not practical because it would require creating multiple fields and formulas on the opportunity object and maintaining them every time a stage changes. Refreshing weekly reporting snapshots for closed opportunities isnot necessary because the report can run on real-time data without snapshots.
References:https://help.salesforce.com/s/articleView?id=sf.reports_opportunity_stage_duration_report.htm&type

NEW QUESTION # 136
An administrator Creates a custom text area field on the Account object and adds it to the service team's page layout. The services team manager loves the addition of this field and wants it to appear in the highlights panel so that the services reps can quickly find it

when on the Account Page How should the administrator accomplish this?

- A. In the Account object manager, create a custom compact layout.
- B. Make the field required and move it to the top of the page.
- C. From the page layout editor, drag the field to the highlights panel.
- D. Create a new page layout and a new section titled highlights panel.

Answer: A

Explanation:
Explanation
Compact layouts determine which fields appear in the highlights panel on record pages and in the Salesforce mobile app. To create a custom compact layout, go to the Account object manager and select Compact Layouts from the sidebar menu. Then click New and add the desired fields to the layout. References:
https://help.salesforce.com/s/articleView?id=sf.compact_layouts_create.htm&type=5

NEW QUESTION # 137
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