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Salesforce Certified Administrator Sample Questions (Q234-Q239):

NEW QUESTION # 234

Cloud Kicks executives have noticed the opportunity Expected revenue Field displays incorrect values.

How Should the administrator correct this?

- A. Adjust the forecast category associated with the stage.
- B. Update the expected revenue associated with the stage.
- C. Modify the closed won value associated with the stage.
- **D. Change the probability associated with the stage.**

Answer: D

Explanation:

Explanation

Expected revenue is calculated as Amount x Probability. If the expected revenue field displays incorrect values, it means that the probability associated with the stage is not accurate. The administrator should change the probability to reflect the actual likelihood of closing the opportunity at that stage.

References: https://help.salesforce.com/s/articleView?id=sf.forecasts3_expected_revenue.htm&type=5

NEW QUESTION # 235

Northern Trail Outfitters uses a custom object Invoice to collect customer payment information from an external billing system. The Billing System field needs to be filled on every Invoice record.

How should an administrator ensure this requirement?

- **A. Define an approval process for the child.**
- B. Require the field on the record type.
- C. Make the field universally required.
- D. Create a Process Builder to set the field.

Answer: A

NEW QUESTION # 236

Cloud Kicks need to be able to show different picklist values for sales and marketing users.

Which two options will meet this requirement?

Choose 2 answers

- **A. One page layout, two record types, one picklist**
- B. One record type, two profiles, one picklist
- C. Two permission sets, one record type, one picklist
- **D. Two page layouts, one record type, two picklists**

Answer: A,D

NEW QUESTION # 237

Sales reps at Cloud Kicks want to be notified when they have a high likelihood of winning an opportunity over \$1,000,000.

Which feature meets this requirement?

- A. Key Deals
- **B. Big Deal Alerts**
- C. Activity Timeline.
- D. Performance chart.

Answer: B

NEW QUESTION # 238

The administrator at DreamHouse Realty added an email quick action to the Case page layout and is unable to see the action on the case feed.

Which feature must be enabled to ensure the quick action will be displayed as expected?

- Answer: B**

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