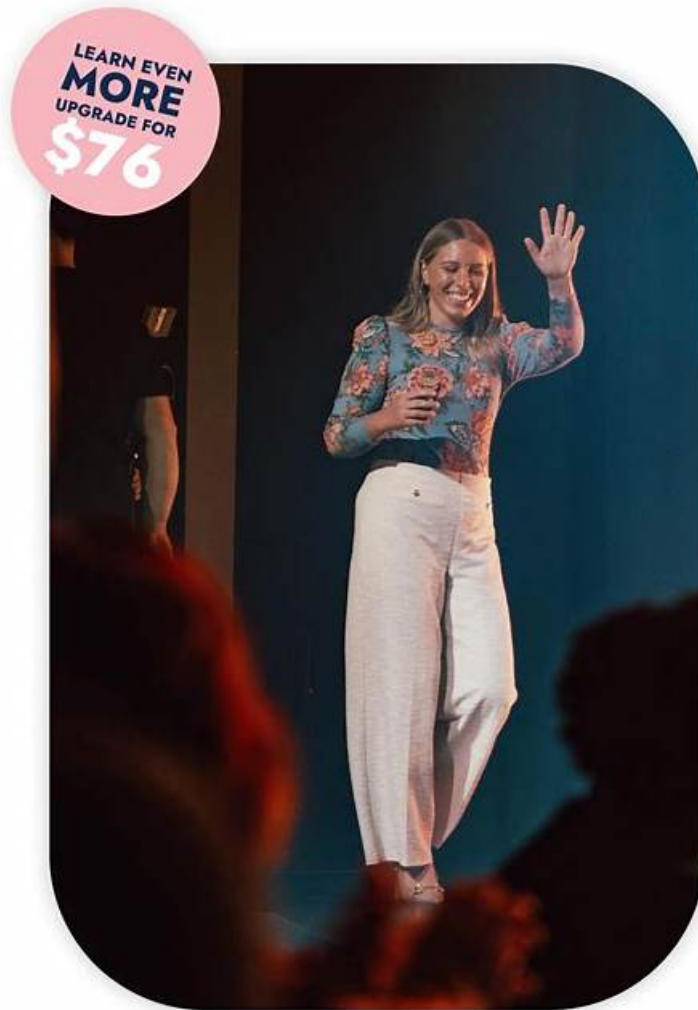


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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q111-Q116):

NEW QUESTION # 111

The distributors at Cloud Kicks are eligible for support based on a specific service contract-How should the administrator show this in Salesforce?

- A. Build a new custom object.
- B. Turn on Service Cloud.
- C. Use entitlement management.
- D. Add a service contract to the record.

Answer: C

NEW QUESTION # 112

AW Computing is running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.

What should the administrator recommend for these requirements?

- A. Enable Subscriptions.
- B. Create a separate price book.
- C. Implement CPQ.
- D. Remove the approval process.

Answer: C

Explanation:

A price book is a list of products and their prices for a specific segment of customers or market. By creating a separate price book for the special bundle deal on monitors and keyboards, AW Computing can offer different prices for these products without affecting their standard prices or requiring VP approval. The price book can also specify which products are included in the bundle and which are not. Reference: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

NEW QUESTION # 113

Sales Rep Phil Smith has an opportunity for 55,000 in the Commit stage. Which aggregates on Phil's forecast will include this amount? Choose three answers.* (1 Point)

- A. Commit
- B. Closed
- C. Pipeline
- D. Best Case

Answer: A,C,D

NEW QUESTION # 114

Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available

functions. Recently, users have noted that their pages take a long time to load and it's starting to negatively impact their experience. What should the administrator do to help diagnose where improvements can be made?

- A. Review the debug logs from the Developer Console.
- B. Check the debug logs found in the Environment section of Setup.
- C. Use the Apex debugger while loading a customer record.
- **D. Click Analyze from the Lightning App Builder toolbar.**

Answer: D

NEW QUESTION # 115

An administrator wants to allow users who are creating leads to have access to the find duplicates button. Which lead object-level permission will the administrator need to provide to these users?

- A. Read and Edit
- B. Merge
- C. View All
- **D. Delete**

Answer: D

NEW QUESTION # 116

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