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Salesforce Certified Administrator Sample Questions (Q109-Q114):

NEW QUESTION # 109

The administrator has been asked to automate a simple field update on the account. When a support agent changes the status of the account to 'Audited', they would like the system to automatically update the Audited date field on the account with today's date. Which tool should the administrator use to complete this automation?

- A. FormulaField
- B. Approval process
- C. Flow Builder
- D. Validation Rule

Answer: A

Explanation:

Explanation

A formula field is a type of field that calculates a value based on an expression or formula that references other fields or constants. For example, a formula field can display today's date by using the TODAY() function. In this case, the administrator can create a formula field on the account object that updates the audited date field with today's date when the status of the account is changed to 'Audited'.

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

NEW QUESTION # 110

Sales users at Universal Containers are reporting that it is taking a long time to edit opportunity records. Normally, the only field they are editing is the Stage field.

Which two options should the administrator recommend to help simplify the process?

Choose 2 answers

- A. Configure an auto launched flow for Opportunity editing
- B. Use a Kanban list view for Opportunity.
- C. Add a path for stage to the opportunity record page.
- D. Create a simplified Opportunity page layout.

Answer: A,B

NEW QUESTION # 111

Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options.

What should an administrator configure to meet these requirements?

- A. Separate record types and Sales processes for the different types of opportunities.
- B. Public groups to limit record types and sales processes for opportunities.
- C. Validation rules that ensure that users are entering accurate sales stage information.
- D. Different page layouts that control the picklist values for the opportunity types.

Answer: A

NEW QUESTION # 112

Cloud Kicks wants to allow customers to create their own cases while visiting its public homepage.

What should the administrator recommend?

- A. Omni-Channel
- B. Email-to-Case
- C. Web-to-Case
- D. SMS Response

Answer: C

Explanation:

Explanation

Web-to-Case allows you to create cases from a form on your website.

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

NEW QUESTION # 113

The Administrator at Cloud Kicks need to automatically route support cases, regardless of how they are created, to a queue based on case priority.

What tool should the administrator use?

- A. Email-to-Case
- B. Assignment Rules

- C. Auto-Response Rules
- D. Web-to-case

Answer: B

Explanation:

Explanation

Assignment rules are tools that allow administrators to automatically route records to users or queues based on certain criteria. For example, an assignment rule can assign cases to different queues based on case priority, origin, type, or other fields. Assignment rules can be triggered when records are created manually, via email, web, or API. Assignment rules consist of multiple rule entries that define the criteria and actions for each assignment scenario. References:

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

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

NEW QUESTION # 114

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