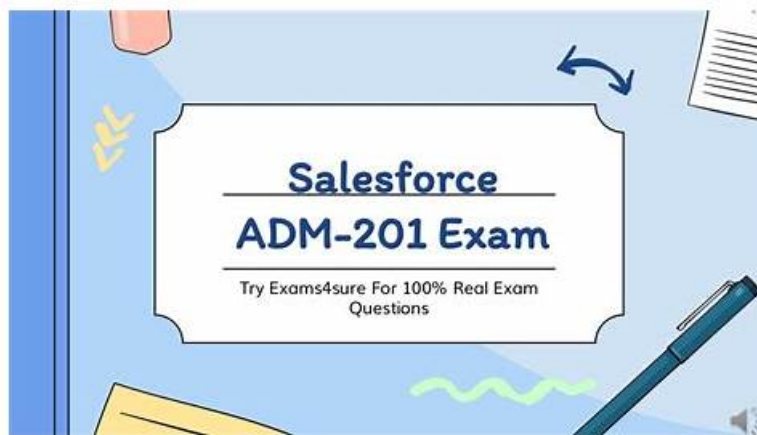


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Salesforce Certified Administrator Sample Questions (Q130-Q135):

NEW QUESTION # 130

If you defined a custom fiscal year structure, your company can not revert to the Gregorian calendar for fiscal purposes.

- A. True
- B. False

Answer: A

Explanation:

Section: Volume J

Explanation/Reference:

NEW QUESTION # 131

To minimize the number of sharing rules, use "Roles and Subordinates" over "Roles" where possible.

- A. True
- B. False

Answer: A

NEW QUESTION # 132

How can an Administrator customize campaign members? Choose 2 answers:

- A. Customize the campaign history related list to include campaign member custom fields
- B. Display key campaign member data on an opportunity record
- C. Create an approval process for new campaign members
- D. Display Lead or Contact data directly on a campaign member record

Answer: A,D

NEW QUESTION # 133

The sales manager at Universal Containers wants three users to have Read and Edit access to Campaigns. How should the Administrator fulfill this requirement?

- A. Add Read and Edit access for Campaigns to the Sales User profile.
- B. Assign users to a System Administrator profile to provide full access.
- C. Clone the Sales User profile and set up Read and Edit access for Campaigns.
- D. Create a Permission Set with Read and Edit access for Campaigns.

Answer: D

Explanation:

Section: Volume J

NEW QUESTION # 134

At Universal Containers, there is a custom field on the Lead named Product_Category_c. Management would like this information to be part of the opportunity upon lead conversion.

What action should the administrator take to satisfy the request?

- A. Map the lead custom field to the product' product category field.
- B. Configure the product categories picklist field on the product.
- C. Create a workflow to update opportunity fields based on the lead.
- D. Create a custom field on the Opportunity and map the two fields.

Answer: D

NEW QUESTION # 135

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