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Salesforce Certified Advanced Administrator Sample Questions (Q147-Q152):

NEW QUESTION # 147

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. Remove the approval process.
- D. Implement CPQ.

Answer: B

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

NEW QUESTION # 148

A member of Universal Container's support team is assisting a sales rep in managing a top customer. The sales rep has manually shared an opportunity with the support member in hopes that the support member can update some of the technical sales fields on the record. But the support member is unable to edit the opportunity.

What is the recommended solution to provide edit access to the opportunity?

- **A. Change the Organization Wide Default internal access for opportunity to public read/write.**
- B. Add the support team member to the opportunity team. Assign read/write access to the member.
- C. Create a permission set for opportunity edit and add it to the support member's user record.
- D. Change the support team member's role to a role above the sales rep in the org's role hierarchy.

Answer: A

NEW QUESTION # 149

Cloud Kicks has organization-wide sharing defaults on the opportunity set to private. However, members of the finance team need to see closed won opportunities. The Finance team members all have roles under the finance director, while the sales team members have roles under the sales manager.

Which two options should the administrator use to meet these criteria?

Choose 2 answers

- A. Select all opportunities owned by the sales manager role.
- **B. Share with roles and subordinates of the finance director role.**
- **C. Create a criteria-based sharing rule where the won field = true.**
- D. Make an owner-based sharing rule where the won field = true.

Answer: B,C

Explanation:

Explanation

Two options that the administrator should use to meet these criteria are:

Share with roles and subordinates of the finance director role. This option allows you to grant access to records based on the role hierarchy of your org. You can share records with users who are in a specific role or in roles below that role in the hierarchy. In this case, you can share records with roles and subordinates of the finance director role, which includes all the members of the finance team.

Create a criteria-based sharing rule where the won field = true. This option allows you to grant access to records based on certain field values or formulas. You can create a criteria-based sharing rule on opportunities that grants access to records where the won field is true, which means that the opportunity stage is closed won.

The other two options are incorrect because:

Make an owner-based sharing rule where the won field = true is not an option because owner-based sharing rules do not allow you to specify field values or formulas as criteria. Owner-based sharing rules only allow you to share records based on who owns them.

or what role or group they belong to.

Select all opportunities owned by the sales manager role is not an option because it does not meet the criteria of sharing all closed won opportunities. It only shares opportunities that are owned by users who are in the sales manager role, regardless of their stage.

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

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

NEW QUESTION # 150

A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested.

What permission should be reviewed to determine if it is missing from the administrator user or profile?

- A. Create and Upload Change Sets
- B. Modify Metadata Through Metadata API Functions
- C. API Enabled
- **D. Deploy Change Sets**

Answer: D

NEW QUESTION # 151

Support Records with a specific record type needs the access restricted to only a Support Manager and four support users. What can you do as a system administrator?

- **A. Create a criteria based sharing rule for the 5 users.**
- B. Give the "View All Data" permission to the 5 mentioned users using permission sets.
- C. Create a new profile and assign the 5 users to the new profile.
- D. Remove the record type access for all users except the 5 mentioned.

Answer: A

NEW QUESTION # 152

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