

Exam Salesforce ADX-211 Objectives Pdf & ADX-211 Pdf Version



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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q67-Q72):

NEW QUESTION # 67

Sales management wants to enforce a process in which the name of an account is always included in the name of an opportunity. How can automation be used to help meet this requirement?

- A. Use an Apex Trigger on the Account object that adds the account name to the opportunity name.
- B. Write a validation rule that updates the opportunity name with the account name using a cross-object formula.
- C. Use approval process that routes newly created opportunities to management for data quality review.
- D. Write a criteria-based workflow rule that updates the opportunity name concatenated with the account name.

Answer: D

NEW QUESTION # 68

The sales VP wants to see the custom Bonus Amount field summed to the Amount level; however, the ability to create a summary field is grayed out.

Which adjustment does the administrator need to make in order to utilize a custom summary field?

- A. Reorder columns.
- B. Add filter logic
- C. Create ticket field.
- **D. Add data grouping.**

Answer: D

NEW QUESTION # 69

An administrator is creating a custom Opportunity record page for Sales users for new logo opportunities. They need to control what fields display on the record when a sales user is viewing the opportunity.

Where should the administrator edit what fields display in the details of the record page?

- **A. Record Detail Component**
- B. Page Layout
- C. Record Types
- D. Custom Lightning Component

Answer: A

NEW QUESTION # 70

An administrator needs to create a junction object called Account Region to link the standard Account object with a custom object called Region.

Once the junction object is created, what are the next two steps the administrator should take?

Choose 2 answers

- **A. Configure a master-detail relationship field on the junction object to the Account object.**
- **B. Make a master-detail relationship field on the junction object to the Region object.**
- C. Build a master-detail relationship field on the Region object to the junction object.
- D. Create a master-detail relationship field on the Account object to the junction object.

Answer: A,B

NEW QUESTION # 71

AW Computing has several service plans it offers with its laptops. Management wants the sales team to focus on bringing in new business and to have the creation of the renewal opportunity for the service plans happen automatically.

What approach should the administrator take to automate the renewal process?

- **A. Configure a flow that will create the renewal based on the closed-won date and opportunity line items.**
- B. Create a validation rule to prevent the rep from closing the opportunity until a renewal is associated.
- C. Create a dynamic Lightning page with rich text to remind the rep to create a renewal opportunity when the opportunity is closed won.
- D. Configure a time-based workflow to send an email reminder to the sales rep when the service plan expires.

Answer: A

Explanation:

To automate the renewal process for service plans, AW Computing should configure a flow that will create the renewal based on the closed-won date and opportunity line items. A flow is a tool that can automate complex business processes by executing logic, interacting with Salesforce database, calling Apex classes, and guiding users through screens. A flow can be triggered by various

events, such as when an opportunity is closed won. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_overview.htm&type=

NEW QUESTION # 72

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