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## Salesforce Certified Advanced Administrator Sample Questions (Q20-Q25):

### NEW QUESTION # 20

Cloud Kicks (CK) is working on adding a Knowledge base to its online customer community. The administrator suggests using Salesforce Knowledge to meet this requirement.

What are three reasons CK should utilize Data Categories when creating articles in Knowledge?

Choose 3 answers

- A. Data Categories help organize the Knowledge base content displayed.
- B. A Knowledge article can be tagged to more than one Data Category.

- C. Every article is required to have a Data Category for sorting.
- D. Up to five Data Category groups can be created for segmentation.
- E. Data Categories provide a way to secure access to the Knowledge base content.

**Answer: A,B,E**

#### **NEW QUESTION # 21**

What is allowed with Territory Management and the territory hierarchy but NOT with the standard Role Hierarchy? Choose 2 answers

- A. Grant access to related records based on account sharing
- B. Grant access to records regardless of ownership
- C. Allow visibility into direct reports' records for management
- D. Allow multiple forecasts for each user

**Answer: A,D**

#### **NEW QUESTION # 22**

The administrator at AW Computing implements multi-factor authentication using the Salesforce Authenticator app downloaded on company-provided iPhones. A sales rep breaks their phone and needs to update an opportunity record.

How should the administrator grant access for the sales rep?

- A. Instruct the sales rep to log in from the company's VPN.
- B. Generate a temporary identity verification code for the rep.
- C. Delegate multi-factor identification to the sales rep.
- D. Add the sales rep's IP address to the trusted IP ranges.

**Answer: B**

#### **NEW QUESTION # 23**

Leads come to universal containers from various sources and need to be assigned to the correct sales team.

When a lead comes for the APAC region, it can be passed to an external partner if the sales director approves the transfer. The partner's channel manager must be notified when the partner has been assigned the lead.

At the minimum, which combination of automation tools will be needed to meet these requirements?

- A. Assignment rules, approval processes, and workflow rules
- B. Assignment rules, auto-response rules, and workflow rules
- C. Assignment rules and approval processes
- D. Assignment rules and workflow rules.

**Answer: A**

#### **NEW QUESTION # 24**

An administrator needs to Import a large amount of historical data (more than 100,000 records) from another system. how should the administrator import the data?

- A. An AppExchange package
- B. SOAP based API with Developer console
- C. Import Wizard with Add Only
- D. Data Loader with Bulk API Enabled

**Answer: D**

Explanation:

Data Loader with Bulk API Enabled is a tool that can import a large amount of historical data (more than 100,000 records) from another system. Data Loader can insert, update, delete, or export Salesforce records.

Bulk API is an API that allows fast and parallel processing of large batches of records. References:  
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## NEW QUESTION # 25

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