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Salesforce Certified Administrator Sample Questions (Q137-Q142):

NEW QUESTION # 137

Ursa Major Solar classifies its accounts as Silver, Gold, or Platinum Level. When a new case is created for a Silver or Gold partner, it should go to the Regular Support Queue. When an account is Platinum Level, it should automatically go to the Priority Support Queue. What should a Platform Administrator use to achieve this?

- A. Workflow Rules
- B. Assignment Rules
- C. Case Rules
- D. Escalation Rules

Answer: B

Explanation:

Case Assignment Rules are the standard Salesforce tool for automatically routing cases to specific users or queues based on record criteria. A single assignment rule can contain multiple "Rule Entries" processed in a specific order. To meet this requirement, the Platform Administrator would create a rule with two entries: one that checks if the Account's "Level" field equals "Platinum" and

routes it to the Priority Support Queue, and another that checks if the level is "Silver" or "Gold" and routes it to the Regular Support Queue. This automation happens the moment the case is created, ensuring that high-value customers receive immediate attention from the appropriate team. Escalation Rules (Option A) are used to move a case after it has been sitting for a period of time, not for initial routing. Workflow Rules (Option D) are a legacy tool that cannot natively assign cases to queues in the same direct manner as Assignment Rules.

NEW QUESTION # 138

The business development team at Cloud Kicks thinks the account creation process has too many fields to fill out and the page feels cluttered. They have requested the administrator to simplify the process.

Which automation tool should an administrator use?

- A. Approval process
- B. Validation rule
- C. Flow builder
- D. Workflow rule

Answer: C

Explanation:

Explanation

Flow builder is an automation tool that allows administrators to create flows that guide users through screens, collect data, and perform actions on records. It can be used to simplify the account creation process by creating a screen flow that shows only the essential fields for creating an account and hides any unnecessary fields or sections from the page layout. Approval process, workflow rule, and validation rule are not automation tools that can simplify the account creation process; they are used for different purposes such as approving records, updating fields, or enforcing data quality. References:

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

NEW QUESTION # 139

The VP of Marketing wants Sales Reps to get updates when materials are updated in the Marketing library. What feature should an Administrator recommend?

- A. Approval process
- B. Validation rule
- C. Email alert
- D. Subscribe

Answer: D

NEW QUESTION # 140

Which one does NOT apply to Custom Formula Fields?

- A. Custom Formula Fields can reference other formula fields
- B. Custom Formula Fields can reference custom fields
- C. Custom Formula Fields can reference standard fields
- D. Custom Formula Fields can calculate across objects

Answer: A

NEW QUESTION # 141

When are data validation rules executed?

- A. Before records are imported
- B. Using the Data Loader and/or other API tools
- C. A User Saves a Record

Answer: A,B,C

NEW QUESTION # 142

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