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## Salesforce Certified Administrator Sample Questions (Q161-Q166):

### NEW QUESTION # 161

Northern Trail Outfitters uses a custom object Invoice to collect customer payment information from an external billing system. The Billing System field needs to be filled on every Invoice record.

How should an administrator ensure this requirement?

- A. Make the field universally required.
- B. Define an approval process for the child.
- C. Require the field on the record type.
- D. Create a Process Builder to set the field.

**Answer: A**

Explanation:

Explanation

Making a field universally required is a way to ensure that the field needs to be filled on every record; it prevents users from saving a record without entering a value in that field. It can be used to ensure that the billing system field needs to be filled on every invoice record by making it universally required in the field settings. Creating a process builder to set the field, defining an approval process for the child, or requiring the field on the record type are not ways to ensure that the field needs to be filled on every record; they either do not enforce data entry or only apply to certain scenarios or users. References:

[https://help.salesforce.com/s/articleView?id=sf.customize\\_fields.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.customize_fields.htm&type=5)

### NEW QUESTION # 162

An administrator is on a tight deadline to create dashboards for the sales and marketing teams at AW Computing.

What should the administrator do to meet the deadline without increasing the budget?

- A. Build the dashboards manually to meet the deadline.
- B. Hire a Consultant to build the custom dashboards.
- C. Train someone on the sales and marketing teams to build dashboards.
- D. Check the AppExchange for prebuilt Solution that can be easily customized.

**Answer: D**

Explanation:

Explanation

To save time and budget, you can check the AppExchange for prebuilt solutions that can be easily customized for your needs. AppExchange is a marketplace for apps, components, and consulting services that extend Salesforce functionality.

References: <https://appexchange.salesforce.com/>

### NEW QUESTION # 163

Northern Trail Outfitters wants emails received from customers to generate cases automatically.

How should the administrator ensure that the emails are sent to the correct queue?

- A. Utilize a flow to identify the correct queue and assign the case.
- B. Configure Email-to-Case so emails are delivered to the correct queue
- C. Create an Escalation Rules to send cases to the correct queue.
- D. Use a custom email services to set the owner of the case upon creation.

**Answer: B**

### NEW QUESTION # 164

Cloud Kicks needs to change the owner of a case when it has been open for more than 7 days. How should the administrator complete this requirement?

- A. Auto - Response Rules
- B. Assignment Rule
- C. Validation Rule
- **D. Escalation Rule**

**Answer: D**

Explanation:

Explanation

An escalation rule is a tool that allows administrators to automatically escalate cases based on certain criteria and time triggers. For example, an escalation rule can change the owner of a case, send an email notification, or update a field value when a case has been open for more than 7 days. An escalation rule consists of multiple rule entries that define the criteria and actions for each escalation scenario.

References: [https://help.salesforce.com/s/articleView?id=sf.case\\_escalation.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.case_escalation.htm&type=5)

### NEW QUESTION # 165

Sales reps at Cloud Kicks want to be notified when they have a high likelihood of winning an opportunity over \$1,000,000. Which feature meets this requirement?

- **A. Big Deal Alerts**
- B. Activity Timeline.
- C. Key Deals
- D. Performance chart.

**Answer: A**

Explanation:

Explanation

Big Deal Alerts are notifications that are sent to users when an opportunity reaches a certain amount, probability, or stage. They can be configured by administrators to alert sales reps or managers when they have a high likelihood of winning a big deal. Key Deals are a feature of Einstein Opportunity Scoring that shows the top opportunities based on their score and stage, but they do not send notifications. Activity Timeline is a component of Lightning Experience that shows the past and upcoming activities related to a record, but it does not notify users of big deals. Performance chart is a type of report chart that shows how well users or teams are performing against their goals, but it does not alert users of big deals.

References: [https://help.salesforce.com/s/articleView?id=sf.forecasts3\\_big\\_deal.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.forecasts3_big_deal.htm&type=5)

### NEW QUESTION # 166

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