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Salesforce Certified Administrator Sample Questions (Q218-Q223):

NEW QUESTION # 218
Northern Trail Outfitters has requested that when the Referral Date field is updated on the custom object Referral Source, the parent object Referral also needs to be updated.
Which automation solution should an administrator use to meet this request?

- A. Lightning Web Component
- B. Process Builder
- C. Workflow Field Update
- D. Approval Process

Answer: B

Explanation:
Explanation
Process Builder is an automation tool that allows you to create processes that perform actions based on criteria that you specify. You can use Process Builder to update fields on related records when a record is created or updated. To meet the requirement of updating the parent object Referral when the Referral Date field is updated on the custom object Referral Source, you need to create a process that triggers when a Referral Source record is updated, checks if the Referral Date field has changed, and updates the Referral Date field on the related Referral record.
References:https://help.salesforce.com/s/articleView?id=sf.process_overview.htm&type=5

NEW QUESTION # 219
Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options.
What should an administrator configure to meet these requirements?

- A. Different page layouts that control the picklist values for the opportunity types.
- B. Validation rules that ensure that users are entering accurate sales stage information.
- C. Separate record types and Sales processes for the different types of opportunities.
- D. Public groups to limit record types and sales processes for opportunities.

Answer: C

Explanation:
Explanation
Record types and sales processes allow you to have different page layouts, fields, required fields, and picklist values for different types of opportunities.
References:
https://www.salesforceben.com/salesforce-record-types/https://trailhead.salesforce.com/content/learn/projects/cre

NEW QUESTION # 220
Cloud kicks wants to track shoe designs by products. Shoe designs should be unable to be deleted, and there can be multiple design for one product across various stages.
Which two steps should the administration configure to meet this requirement?
Choose 2 answers

- A. Create a Custom Object for shoe design.
- B. Use the Standard Object for designs.
- C. Configure a Custom Lookup Field for shoe design on the product object.
- D. Add a custom master detail field for shoe design on the Product Object.

Answer: A,D

NEW QUESTION # 221
An administrator has been asked to change the data type of an auto number to text field.
What should the administrator be aware of before changing the field?

- A. Existing field values will be Converted.
- B. Existing field values will remain unchanged.
- C. Existing field values will be deleted.
- D. Existing auto number field to Text is prevented.

Answer: B

NEW QUESTION # 222
Which three aspects of standard fields should an administrator customize?

Choose 3 answers

- A. Help Text
- B. Picklist Values
- C. Decimal Places
- D. Field name
- E. Field history tracking

Answer: A,B,C

Explanation:
Explanation
Picklist values, help text, and decimal places are three aspects of standard fields that an administrator can customize to suit their business needs. Picklist values are the options that users can choose from a picklist field; they can be added, edited, or deleted by administrators. Help text is the text that appears when users hover over a field; it can be customized by administrators to provide additional information or guidance for users. Decimal places are the number of digits that appear after the decimal point in a number or currency field; they can be changed by administrators to adjust the precision of the field values. Field history tracking and field name are not aspects of standard fields that can be customized; they are only available for custom fields. References:
https://help.salesforce.com/s/articleView?id=sf.customize_picklists.htm&type=5
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NEW QUESTION # 223

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