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Salesforce Certified Administrator Sample Questions (Q190-Q195):

NEW QUESTION # 190

Northern Trail Outfitters wants to know the average stage duration for all closed Opportunities. How should an administrator support this request?

- A. Refresh weekly reporting snapshots for Closed Opportunities.
- B. Use process builder to capture the daily average on each opportunity.
- C. Run the Opportunity Stage Duration report.

- D. Add Formula Fields to track Stages on each Opportunity.

Answer: C

Explanation:

Explanation

The Opportunity Stage Duration report is a standard report that shows how long opportunities spend in each stage before they are closed. It can be used to measure the average stage duration for all closed opportunities by grouping and summarizing the data by stage name and duration fields. Using process builder to capture the daily average on each opportunity is not feasible because it would require creating multiple fields and formulas on the opportunity object and updating them every day. Adding formula fields to track stages on each opportunity is also not practical because it would require creating multiple fields and formulas on the opportunity object and maintaining them every time a stage changes. Refreshing weekly reporting snapshots for closed opportunities is not necessary because the report can run on real-time data without snapshots.

References:

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

NEW QUESTION # 191

A user at Northern Trail Outfitters is having trouble logging into Salesforce. The user's login history shows that this person has attempted to log in multiple times and has been locked out of the organization.

Which two ways should the administrator help the user log into Salesforce?

- A. Log in as the user to unlock the user and reset the password.
- **B. Reset password on the user's record detail page.**
- C. Reset the password policies to allow the user to login.
- **D. Use the unlock button on the user's record detail page.**

Answer: B,D

Explanation:

Explanation

To help a user who has attempted to log in multiple times and has been locked out of Salesforce, the administrator should reset password on the user's record detail page and use the unlock button on the user's record detail page. Resetting password will generate a new temporary password and send it to the user's email address. Using unlock will restore access for a locked-out user without changing their password or waiting for lockout period to end. Logging in as the user or resetting the password policies will not help a locked-out user log in to Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.users_passwords.htm&type=5

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

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

NEW QUESTION # 192

Cloud Kicks users are seeing error messages when they use one of their screen flows. The error messages are confusing but could be resolved if the users entered more information on the account before starting the flow.

How should the administrator address this issue?

- A. Create a permission set to allow users to bypass the error.
- B. Uncheck the end user Flow Errors box in setup.
- **C. Use a fault connector and display a screen with text explaining what went wrong and how to correct it.**
- D. Remove validation rules so that the users are able to process without complete records.

Answer: C

Explanation:

Explanation

Fault connector and screen component are two features that can be used to address the issue of users seeing error messages when they use one of their screen flows. Fault connector can be used to handle errors that occur when a flow element fails, such as a record create or update element. Screen component can be used to display a message to the user with text explaining what went wrong and how to correct it. References:

https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_connector_fault.htm&type=5<https://help.sale>

NEW QUESTION # 193

An Administrator at DreamHouse Realty wants an easier way to assign an agent capacity and skill set. Which feature should the administrator enable to meet this requirement?

- A. Knowledge Management.
- B. Territory Management
- **C. Omni-Channel**
- D. Escalation Rules

Answer: C

NEW QUESTION # 194

A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest form online. The team currently does not have access to the lead object. How should an administrator provide proper access?

- **A. Configure permission sets.**
- B. Set Up Manual Sharing
- C. Assign a new role.
- D. Create a new profile

Answer: A

NEW QUESTION # 195

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