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## **Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q111-Q116):**

### **NEW QUESTION # 111**

When an Account has more than five open opportunities over US\$10,000, the sales rep should have an option on the Account page to start the escalation process to allocate additional resources.

Which two configurations should the administrator create?

Choose 2 answers

- A. Formula field
- B. Dynamic Forms
- C. Component Visibility filter
- D. Roll-Up Summary field

**Answer: A,B**

Explanation:

Formula field and Dynamic Forms should be created to meet the requirements because a formula field can be used to count the number of open opportunities over US\$10,000 related to an account using a roll-up summary filter condition, and Dynamic Forms can be used to display or hide a component on an account page based on a visibility filter using the formula field value. Reference: [https://help.salesforce.com/s/articleView?id=sf.customize\\_functions\\_i\\_z.htm](https://help.salesforce.com/s/articleView?id=sf.customize_functions_i_z.htm)

### **NEW QUESTION # 112**

What would you check to see whether a workflow failed? \* (1 Point)

- A. debug log
- B. workflow log
- C. failed work flow log
- D. integration log

**Answer: A**

### **NEW QUESTION # 113**

The sale VP notices several sales reps generating a contract too early in the sales stage. The help correct this Behavior, the has requested the Create Contract button only be available when the opportunity reach... negotiation stage.

How should the administrator meet this requirement?

- A. Configure dynamic action.
- B. Create a validation rule.
- C. Modify page layout.
- D. Create a custom permission.

**Answer: A**

Explanation:

Dynamic actions are a way to conditionally display actions on a record page based on criteria such as field values, user profile, device type, or record type. Dynamic actions can help streamline the user interface and guide users to take the right actions at the right time. Dynamic actions can be used to show or hide the Create Contract button based on the opportunity stage value

### **NEW QUESTION # 114**

Universal Containers plans to migrate its existing knowledge base in to Salesforce Lightning Knowledge. Which two statements must be considered? Choose2 answers.\* (1 Point)

- A. Approval process history migrate to Lightning Knowledge
- B. Each article must be associated to a record type
- C. Classic Knowledge Attachments are moved to the files related list
- D. Article numbers change during migration

**Answer: B,C**

#### **NEW QUESTION # 115**

Cloud Kicks users need to link multiple Case records to multiple Outcome records stored in a custom object. Any user that can view the Case record must be able to create a link. The administrator creates a Case Outcome custom object. What is the recommended option to use when adding a field to Case Outcome?

- A. Lookup relationship with Read/Write sharing setting
- B. Lookup relationship with Ready-Only sharing setting.
- C. Master-detail relationship with Read-Only sharing setting.
- D. Mater-detail relationship with Read/Write sharing setting

**Answer: A**

Explanation:

A lookup relationship with Read/Write sharing setting is the recommended option to use when adding a field to Case Outcome custom object. A lookup relationship is a type of relationship that links two objects together and allows users to associate one record with another. A lookup relationship does not affect the security or deletion of either record and can be optional or required. In this case, you can create a lookup relationship field on Case Outcome object that references Case object and allows users to link multiple Case records to multiple Case Outcome records. You can also set the sharing setting for the lookup field to Read/Write, which means that users who have access to the parent record can also access and edit the child record. Reference: [https://help.salesforce.com/s/articleView?id=sf.relationships\\_lookup.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.relationships\\_considerations\\_lookup.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.relationships_considerations_lookup.htm&type=5)

#### **NEW QUESTION # 116**

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