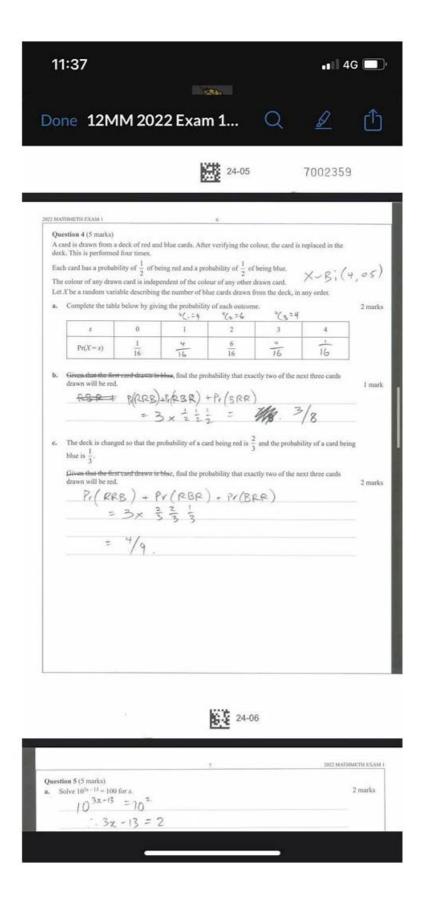
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# Salesforce Certified Administrator Sample Questions (Q165-Q170):

## **NEW QUESTION #165**

If you change the data type from a Checkbox to a Picklist, it can cause data loss.

- A False
- B. True

Answer: B

#### **NEW QUESTION # 166**

Can you uninstall an AppExchange application once it has been deployed?

- A. No
- B. Yes

Answer: B

## **NEW QUESTION # 167**

AW Computing has six sales teams in a region. These teams always consists of the same account manager, engineer, and assistant. What should the administrator configure to make it easier for teams to collaborate with the same customer?

- A. Create a queue for each team and assign account ownership to the queue.
- B. Enable account teams and show the users how to set up a default account team.
- C. Propose the users manually share all their accounts with their teammates.
- D. Enable and configure standard opportunity teams with splits.

#### Answer: B

#### Explanation:

Account teams are groups of users who work together on an account. You can enable account teams in Setup and assign team roles and access levels for each team member. Users can set up a default account team that is automatically added to any account that

they own or create. This makes it easier for teams to collaborate with the same customer without manually sharing each account. References:

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

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

### **NEW QUESTION # 168**

Manual sharing allows administrators to grant one-off access to individual records, users cannot grant this access even if they own the record.

- A. False
- B. True

#### Answer: A

Explanation: Section: Volume A

#### **NEW QUESTION # 169**

**SIMULATION** 

What database actions can the DataLoader perform?

#### Answer:

Explanation:

See the answer below

Explanation/Reference:

Explanation: Insert, Extract, Update, upsert and Delete

### **NEW QUESTION #170**

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