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Salesforce Certified Advanced Administrator Sample Questions (Q193-Q198):

NEW QUESTION # 193
The sales manager at Universal Containers would like a dashboard to view each of the sales representative's opportunities, accounts, and related cases.
What is a recommended solution?

- A. Create an individual dashboard for each sales representative with opportunity, account, and case components
- B. Create a dashboard and add filters for users, opportunities, accounts, and cases
- C. Create a dynamic dashboard and ensure the sales manager has the "View My Team's Dashboard" permission

- D. Create a dynamic dashboard and add filters for opportunities, accounts, and cases

Answer: C

NEW QUESTION # 194
Universal Containers is implementing a new lead status process and wants to be able to do the following:
- Track leads through five different status values
- Run reports showing the duration a lead spends in each status
- Run full Lifetime reports of a lead from creation to conversion
- Prevent leads from skipping a lead status
How can these requirements be met?

- A. Use an Apex Trigger to populate custom date fields for each status, and use custom formula fields for calculating duration of each status
- B. Use lead history reporting to track changes in the lead status field, and use custom reporting fields to calculate status duration. Use validation rules to prevent status skipping
- C. Use field history tracking on the lead status field to track the duration of each status. Use validation rules to prevent status skipping
- D. Use custom date fields and workflow rules for each status, and use custom formula fields for calculating duration of a status. Use validation rules to prevent status skipping

Answer: B

NEW QUESTION # 195
A sales rep at AW Computing needs to give read/write access to an Account and related records to a teammate
#m*e the sates rep is on vacation.
How could the administrator enable the sales rep to give record access to a colleague?

- A. Create an ownership-based sharing rule.
- B. Include the nap on the Opportunity Team.
- C. Enable public groups for sharing.
- D. Add the Manual Sharing button the page layout.

Answer: B

NEW QUESTION # 196
Which of the following is NOT true about article types in Salesforce Knowledge?

- A. An organization must have 2 article types to enable Knowledge.
- B. Article Types are typically short HTML documents.
- C. Article Types should enable 'actionable' content.
- D. Article Types may include attachments.

Answer: A

NEW QUESTION # 197
When configuring a change set, which two practices should an administrator adhere to in order to ensure a successful deployment to production?
Choose 2 answers

- A. Clone a change set to add forgotten dependent components to an uploaded change set.
- B. Add permissions and access settings to outbound change sets in addition to the dependent component list.
- C. When deploying a new record type, ensure the new record type is the only component in the change set.
- D. Run deployment validations on the change set in the sandbox prior to uploading to production.

Answer: A,D

NEW QUESTION # 198

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