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## Salesforce Certified Platform Administrator II Sample Questions (Q67-Q72):

### NEW QUESTION # 67

Cloud Kicks has an export of Order and Order Item data from an enterprise resource planning (ERP) system. The data must be imported into the Salesforce Order and Order Product objects, while maintaining the relationships in the data. What are two ways the administrator should load the data?  
Choose 2 answers

- A. Replace the Salesforce record ID with the External ID.
- **B. Use an Insert operation to load data.**
- C. Use an Upsert operation to load data.
- **D. Map an External ID data value to the object.**

**Answer: B,D**

Explanation:

Use an Insert operation to load data because the data is not already in Salesforce and does not need to be updated or deleted<sup>3</sup>.

Map an External ID data value to the object because External IDs are used to create relationships between records that are being imported and records that already exist in Salesforce<sup>4</sup>.

References: <sup>3</sup> [https://help.salesforce.com/s/articleView?id=sf.data\\_loader\\_insert.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.data_loader_insert.htm&type=5) <sup>4</sup> [https://help.salesforce.com/s/articleView?id=sf.data\\_loader\\_relationships.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.data_loader_relationships.htm&type=5)

### NEW QUESTION # 68

Cloud Kicks wants to force its users to set a value for a custom called Tier by answering a series of questions.

What two functions should the administrator use to ensure that users cannot bypass answering these questions in order to determine their Tier value.

Choose 2 answers

- A. Set up a restriction rule on the field.
- B. Set up a list view for the list of questions.
- **C. Use a screen flow to ask the question.**
- **D. Make the field Read Only on the page layout.**

**Answer: C,D**

Explanation:

Making the field Read Only on the page layout prevents users from manually entering or editing the field value on the record page.

This ensures that users cannot bypass answering the questions in order to determine their Tier value. Using a screen flow to ask the questions allows administrators to create an interactive user interface that guides users through a series of screens based on their inputs and logic. A screen flow can be used to ask questions and set the field value based on the answers

### NEW QUESTION # 69

AW Computing is running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.

What should the administrator recommend for these requirements?

- A. Remove the approval process.
- B. Create a separate price book.
- C. Enable Subscriptions.
- **D. Implement CPQ.**

**Answer: D**

Explanation:

A price book is a list of products and their prices for a specific segment of customers or market. By creating a separate price book for the special bundle deal on monitors and keyboards, AW Computing can offer different prices for these products without affecting their standard prices or requiring VP approval. The price book can also specify which products are included in the bundle and which are not. References: [https://help.salesforce.com/s/articleView?id=sf.products\\_pricebooks\\_def.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5)

### NEW QUESTION # 70

A user is getting an error when attempting to merge two accounts. The administrator checks the profile to see the user has Read/Write permission on Accounts and is the owner of both records.

What is preventing the user from completing the merge?

- A. Only administrators have permission to merge records.

- B. The Account matching rules are not set.
- C. The user is assigned to the wrong territory.
- D. The Delete permission is missing on the user for Accounts.

**Answer: D**

Explanation:

The Delete permission is missing on the user for Accounts is what is preventing the user from completing the merge. Merging accounts is a way to combine up to three duplicate accounts into one master record and update the related records accordingly. Merging accounts requires the Delete permission on accounts because merging accounts involves deleting the duplicate records and keeping only the master record.

#### **NEW QUESTION # 71**

Users at AW Computing use a custom object to manage order\*. All profiles share a single page layout.

Customer Service and Sales users express frustration overseeing actions that-do not always apply to their situation on the page layout.

What should an administrator recommend?

- A. Configure two separate permission sets and assign the appropriate permissions to each user.
- B. Create separate record types for the Customer Service and Sales users' records.
- C. Make two separate Lightning record pages and assign them to the applicable profiles.
- D. Use Dynamic Actions and conditional visibility to show the appropriate actions to the applicable users.

**Answer: D**

Explanation:

Dynamic actions are actions that appear on Lightning record pages based on criteria such as field values or user profiles. Dynamic actions allow administrators to customize which actions are available for users on different record types or page layouts without creating multiple page layouts for each scenario. By using dynamic actions and conditional visibility for accounts at AW Computing, administrators can show only relevant actions for customer service and sales users based on their situation. References: [https://help.salesforce.com/s/articleView?id=sf.dynamic\\_actions\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.dynamic_actions_overview.htm&type=5)

#### **NEW QUESTION # 72**

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