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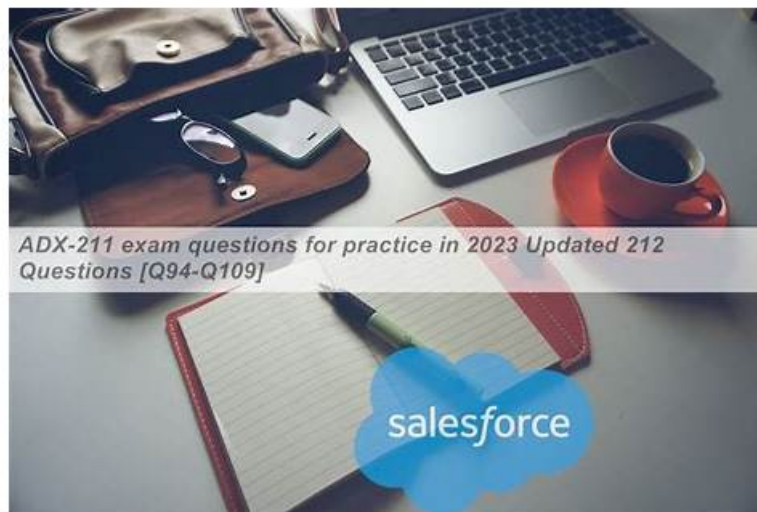
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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q77-Q82):

NEW QUESTION # 77
The administrator at AW Computing has received an email for a system error indicating that their organization has reached is hourly limit processing workflow time triggers.
Which two processes should the administrator review? Choose 2 answers

- A. Debug Logs
- B. Apex Triggers
- C. Paused now Interviews
- D. Time-Based Workflows

Answer: A,D

Explanation:

Time-based workflows are a type of workflow that execute actions based on a specific time trigger, such as a certain number of days before or after a date field on a record. Time-based workflows can cause delays in processing because they are added to a queue and processed in one-hour batches. If the queue is large or the system is busy, the actions may not execute at the exact time they are scheduled. Therefore, time-based workflows can contribute to reaching the hourly limit for processing workflow time triggers. Reference: https://help.salesforce.com/s/articleView?id=sf.workflow_time_action_considerations.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.workflow_limits.htm&type=5

NEW QUESTION # 78

Sales reps at Ursa Major Solar often give discounts depending on the configuration of the solar panel system. Customers want to know what the different configuration options are. Sales management wants to ensure the opportunity pipeline is as accurate as possible.

What should sales reps do to ensure their quotes and opportunities reflect their sales?

- A. Update the quote record each time the customer requests a different product configuration, and clicks the sync button to update the opportunity.
- B. Create new opportunities for each quote request. Change the forecast category to omitted for all except the most likely to be purchased.
- C. Use the products related list to associate the different configurations with the opportunity. Update the Amount field with the most likely purchase price.
- D. Create a new quote record for each of the different product configurations. Sync the most likely to be purchased back to the opportunity.

Answer: D

Explanation:
Creating a new quote record for each of the different product configurations and syncing the most likely to be purchased back to the opportunity will ensure that their quotes and opportunities reflect their sales. This way, sales reps can show customers different options and prices, and keep track of which one is most likely to close. Syncing a quote with an opportunity will update the opportunity amount, stage, and expected revenue fields based on the quote information. Reference: https://help.salesforce.com/s/articleView?id=sf.quotes_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.quotes_syncing.htm&type=5

NEW QUESTION # 79

An administrator is using the Dev Console Log Inspector to troubleshoot a Process Builder.
What event type should the administrator look for in the event column?

- A. Event types beginning with PROCESS
- B. Event types beginning with AUTOMATED.
- C. Event types beginning with FLOW
- D. Event types beginning with WORKFLOW

Answer: C

Explanation:
The Dev Console Log Inspector is a tool that allows you to view and analyze debug logs in a graphical interface. Debug logs contain information about database operations, system processes, and errors that occur when executing a transaction or running unit tests. To troubleshoot a process builder, the administrator should look for event types beginning with FLOW in the event column. These event types indicate the start and end of a flow interview, as well as any flow elements, faults, or decisions that occur during the execution. Reference: https://help.salesforce.com/s/articleView?id=sf.code_dev_console_log_inspector.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.code_debug_log_event_types.htm&type=5

NEW QUESTION # 80

Cloud Kicks (CK) typically sells Its products direct to consumer and tracks sales using the Order object In Salesforce. The head of sales has now decided that CK will also sell to retail locations for resale. The administrator wants to leverage opportunities and opportunity products for these new deals.
What should the administrator do to track accurate sales data on opportunities?

- A. Add a required lookup field from the Order to the opportunity.
- B. Create new Products with the new retail pricing.
- C. Add a new Order Process for Orders generated from opportunities.
- D. Create a new Price Book for the new retail pricing.

Answer: D

Explanation:
A price book is a list of products and their prices that can be added to an opportunity. A product can have different prices for different markets or segments, and these prices are stored in different price books. In this case, the administrator should create a new price book for the new retail pricing and add the products that are sold to retail locations for resale. This way, the users can select the appropriate price book and products for their opportunities based on the type of customer they are selling to. Reference: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.products_define.htm&type=5

NEW QUESTION # 81
The administrator at AW Computing implements multi-factor authentication using the Salesforce Authenticator app downloaded on company-provided iPhones. A sales rep breaks their phone and needs to update an opportunity record.
How should the administrator grant access for the sales rep?

- A. Instruct the sales rep to log in from the company's VPN.
- B. Delegate multi-factor identification to the sales rep.
- C. Add the sales rep's IP address to the trusted IP ranges.
- D. Generate a temporary identity verification code for the rep.

Answer: D

NEW QUESTION # 82
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