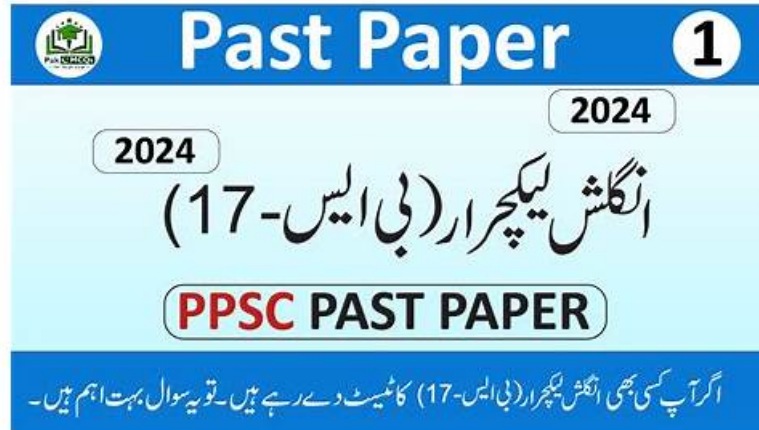


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Salesforce Certified Advanced Administrator Sample Questions (Q70-Q75):

NEW QUESTION # 70

When should an administrator consider when using Person Accounts?

- A. In a B2C business model and the consumer is the intended recipient of sales and marketing attention.
- B. In a B2B business model and is selling to the primary contact at a business organization.
- C. In a complex business model and the users find it easiest to record Opportunity information on Contacts rather than Accounts.
- D. In a business model that needs a separate Contact and Account to be included on all Case records submitted.

Answer: A

Explanation:

Explanation

An administrator should consider using Person Accounts when they have a B2C business model and the consumer is the intended recipient of sales and marketing attention. Person Accounts allow administrators to store information about individual consumers without requiring a separate account record for each contact.

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

NEW QUESTION # 71

What is NOT a feature of CRM Content Packs?

- A. A content pack can include any file from inside CRM content
- B. If individual documents are updated the content pack can also be updated
- C. A content pack can contain a collection of related documents
- D. CRM Content requires a feature license,

Answer: D

NEW QUESTION # 72

A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.

- A. The owner and users below the owner in the role hierarchy
- B. Who will be able to edit this new contact record?
- C. All users in the organization
- D. Users above the sales manager in the role hierarchy
- E. Sales manager and system administrator

Answer: E

Explanation:

The sales manager and system administrator will be able to edit this new contact record because they are either the owner or have Modify All Data permission respectively. Users above or below the sales manager in the role hierarchy will not be able to edit this contact record because contacts are controlled by parent and accounts are set to Public Read Only. All users in the organization will be able to view but not edit this contact record because accounts are set to Public Read Only. References:

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

NEW QUESTION # 73

In Lightning, an opportunity pipeline report listing opportunities by sales representative shows multiple opportunities written for the same account. The Sales Manager would like to know how many individual accounts each representative has written business for. How should the report be modified to include the number of individual accounts represented by a representative?

- A. Select Show Unique Count on the Account Name column in the report builder.
- B. Group by Account and summarize a custom checkbox defaulted to checked.
- C. Create a custom summary formula and group by account.

- D. Add a bucket field for Account Name and group by the bucket field.

Answer: A

Explanation:

Add a unique count to the Account Name column to see how many individual accounts values appear in the report.

Reference: https://help.salesforce.com/articleView?id=reports_count_unique_values.htm&type=0

NEW QUESTION # 74

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

NEW QUESTION # 75

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