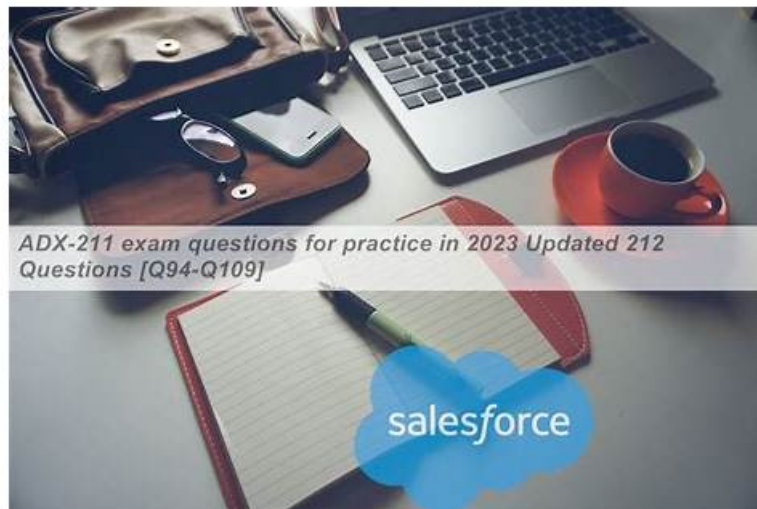


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## Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q146-Q151):

### NEW QUESTION # 146

The operations team at Ursa Major Solar (UMS) currently tracks installations using a spreadsheet. The information captured includes customer name, address, purchase and installation dates, configuration specs, and additional installer instructions. UMS's CEO would like to utilize Salesforce to track this information instead.

Which action should the administrator take to meet this requirement?

- A. Use Object Manager to create the object and also import the data.
- B. Use Salesforce REST API to create the object and also import the data.
- C. Use Lightning Object Creator to create the object and also import the data.
- D. Use Schema Builder to create the object and also import the data.

**Answer: B**

**NEW QUESTION # 147**

The sales team at Universal Containers has asked the administrator to build functionality to automatically update the account checkbox field 'Opportunity Created' to checked when at least one related opportunity has been created.

What feature should the administrator use to build this functionality?

- A. Assignment rule
- **B. Record-triggered flow**
- C. Screen flow
- D. Workflow rule

**Answer: B**

**NEW QUESTION # 148**

Cloud Kicks (CK) has introduced its new Alpha Shoe line. Customers create cases from CK's website. Managers receive a report of all cases created last week. Managers would like a way to easily see in the report if the customer refers to the new shoe line in the case subject.

How should the system administrator modify the report to meet this request?

- **A. Include a contains filter on Subject.**
- B. Add a cross-filter and a with' sub-filter.
- C. Change the format to a joined repi
- D. Build a row-level formula.

**Answer: A**

**NEW QUESTION # 149**

Which two tools should an administrator use to required data to be entered in a field and improve data quality on a record in Salesforce?

Choose 2 answers

- A. Workflow Rules
- **B. validation Rules**
- **C. Page Layouts**
- D. Dashboards

**Answer: B,C**

**NEW QUESTION # 150**

Universal Containers' support team wants to use Salesforce Knowledge to allow customers and the support team to have access to the product documentation. There are many different types of documentation with usage across the globe.

What feature should the administrator configure?

- A. Enable the Case Feed.
- B. Setup record types and page layouts.
- C. Create article types.
- **D. Define data categories and visibility.**

**Answer: D**

Explanation:

Data categories and visibility are features that allow you to organize and control access to your Salesforce Knowledge articles based on different topics or criteria. Data categories are logical groupings of articles that reflect your business needs and processes. You can create a data category group and assign it to one or more article types, and then create data categories and subcategories within that group. Data category visibility is a setting that determines which data categories users can access based on their profiles or

permission sets. You can use data categories and visibility to provide relevant and appropriate product documentation to your customers and support team. Reference: [https://help.salesforce.com/s/articleView?id=sf.knowledge\\_categories.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.knowledge_categories.htm&type=5)  
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## NEW QUESTION # 151

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