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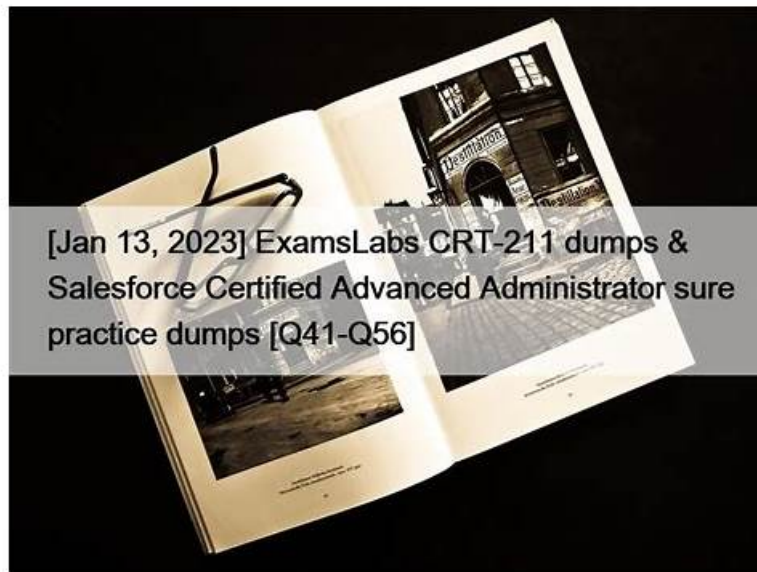

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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q108-Q113):

NEW QUESTION # 108
DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts. What should the administrator consider when setting up Collaborative Forecasts?

- A. The default forecast categories cannot be customized.
- B. A forecast can be either revenue-based or quantity-based.
- C. A single org can have up to six different types of forecasts.
- D. Opportunity Split data cannot be viewed in a forecast.

Answer: B

NEW QUESTION # 109

Ursa Major Solar allows accounts to apply for loans to purchase solar panrts. Financial information will be stored in a custom object. Only finance team members should see the related financial information about the account.

What kind of field should the administrator create in the custom object?

- A. Lookup Relationship
- B. Master-Detail Relationship
- C. Hierarchical Relationship
- D. External Relationship

Answer: B

Explanation:

A lookup relationship is a type of field that links one object to another object. It allows you to access related data from another object and display it on a record page. A lookup relationship can be used to link the custom object that stores financial information to the Account object, so that only finance team members can see the related financial information about the account. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5

NEW QUESTION # 110

Which of the following options would be used to limit the number of records and assist with data consistency? * (1 Point)

- A. Custom formula fields
- B. Picklist and dependent picklist fields
- C. Custom lookup fields and lookup filters
- D. Workflow field updates
- E. Record types and page layouts

Answer: C

NEW QUESTION # 111

DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts.

What should the administrator consider when setting up Collaborative Forecasts?

- A. The default forecast categories cannot be customized.
- B. A forecast can be either revenue-based or quantity-based.
- C. A single org can have up to six different types of forecasts.
- D. Opportunity Split data cannot be viewed in a forecast.

Answer: B

Explanation:

A forecast is a projection of how much revenue or quantity you can generate from your sales pipeline for a given period of time. A forecast can be either revenue-based or quantity-based, depending on what you want to measure and track. A revenue-based forecast shows the amount of money expected from closed sales, while a quantity-based forecast shows the number of units expected from closed sales. You can choose the forecast type that best suits your business needs and goals when you set up Collaborative Forecasts in Salesforce. Reference: https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.forecasts3_forecast_types.htm&type=5

NEW QUESTION # 112

What are three options available to the administrator to help with this issue? Choose 3 answers

- A. Convert all Process builders to flows.
- B. Deactivate unnecessary validation rules.
- C. Reduce the number of related lists displayed.

- D. Move some page components behind a tab.
- E. Remove some of the fields displayed.

Answer: C,D,E

Explanation:
Move some page components behind a tab, remove some of the fields displayed, and reduce the number of related lists displayed are three options available to the administrator to help with this issue. Moving some page components behind a tab can help reduce the loading time of a record page by hiding some components until they are needed by the user. Removing some of the fields displayed can help reduce the loading time of a record page by minimizing the number of queries and calculations that need to be performed when rendering the page. Reducing the number of related lists displayed can help reduce the loading time of a record page by limiting the amount of data that needs to be retrieved and displayed on the page

NEW QUESTION # 113

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