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Salesforce Certified Administrator Sample Questions (Q230-Q235):

NEW QUESTION # 230

Cloud Kicks need to be able to show different picklist values for sales and marketing users.

Which two options will meet this requirement?

Choose 2 answers

- A. One record type, two profiles, one picklist
- B. One page layout, two record types, one picklist
- C. Two permission sets, one record type, one picklist
- D. Two page layouts, one record type, two picklists

Answer: B,D

NEW QUESTION # 231

An administrator at Universal Containers needs a simple way to trigger an alert to the director of sales when opportunities reach an amount of \$500,000.

What should the administrator configure to meet this requirement?

- A. Opportunity warning in Kanban View.
- B. Key Deals component on the homepage
- C. Enable Opportunity Update Reminders
- D. Set up Big Deal Alerts for the amount.

Answer: D

Explanation:

Explanation

Big Deal Alerts allow you to notify users when an opportunity reaches a certain amount or probability.

References: https://help.salesforce.com/s/articleView?id=sf.forecasts3_big_deal_alerts.htm&type=5

NEW QUESTION # 232

Which two actions should an administrator perform with Case escalation rules?

Choose 2 answers

- A. Re-open the Case.
- B. Send email notifications.
- C. Re-assign the Case.
- D. Change the Case Priority.

Answer: B,C

Explanation:

Explanation

Case escalation rules are used to escalate cases that have not been resolved within a certain time frame by changing the case owner, sending email notifications, or triggering workflow actions. You can use these actions to alert the appropriate users or groups when a case needs urgent attention or escalation. References:

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

NEW QUESTION # 233

At universal Containers, users would like to be able to share Salesforce records with other members of their team, while collaborating around general topics as well.

Which are two considerations for enabling this functionality?

Choose 2 answers

- A. Collaboration groups are created automatically for every department.
- B. Object layouts should be configured to include the groups related list.
- C. An administrator needs to create a group to enable record sharing
- D. The Add Record action must be configured in the group publisher.

Answer: C,D

NEW QUESTION # 234

The administrator at Cloud Kicks has been asked to replace two old workflow rules that are doing simple field updates when a lead is created to improve processing time.

What tool should the administrator use to replace the workflow rules?

- A. Screen Flow
- B. Scheduled Flow
- C. Quick Action Flow
- D. Before Save Flow

Answer: D

Explanation:

Explanation

Before Save Flows are a type of record-triggered flow that run before a record is saved and can update fields on that record without any additional actions or DML operations. They are faster and more efficient than workflow rules or process builder for simple field updates when a record is created or updated.

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

NEW QUESTION # 235

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