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### Salesforce Certified Administrator Sample Questions (Q194-Q199):

#### **NEW QUESTION # 194**

Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity. Which tool should an administrator use to meet this requirement?

- A. Dynamic Forms
- B. Path Key fields
- C. Workflow Rules
- D. Opportunity Processes

Answer: B

#### Explanation:

Explanation

To surface important values based on stage of opportunity , an administrator should use Path Key fields feature on Opportunity object . This feature allows adding up to five fields that display key information about each stage along path . Users can edit these fields inline without leaving path . For example , an administrator can add Amount , Close Date , Next Step , Probability , and Stage fields as key fields for Opportunity path .

Opportunity Processes , Dynamic Forms , and Workflow Rules are not tools for surfacing important values based on stage of opportunity . References : https://help.salesforce.com/s/articleView?id=sf.

lex\_path\_setup\_key\_fields . htm & type = 5

#### **NEW QUESTION # 195**

The administrator at Universal Container has created two objects: Containers\_c Purchase\_c, Management has requested that all container records display on purchase records in Salesforce.

Which type of relationship between Containers c and Purchase c should satisfy the requirement?

- A. Formula field
- B. Lookup field
- C. Roll-Up Summary field
- D. Master-detail field

Answer: A

#### **NEW QUESTION # 196**

Ursa Major Solar provides a 1-year warranty on all of the panels it installs. Installation details, along with the warranty information, a captured on a custom object called Installation. The installation record is created by the installer from the mobile app. Customers son receive a longer warranty as a way of increasing customer satisfaction when an installation gets delayed or has issues. How should the administrator configure Salesforce to capture the expiration date of the warranty?

- A. Create a formula field todisplay I year from the warranty purchased.
- B. Add a validation rule to ensure the Expiration Date field is populated.
- C. Include the warranty Expiration Date field on the mobile page layout.
- D. Use a formula as the default value of the warranty Expiration Date field.

#### Answer: D

Explanation:

Explanation

To capture the expiration date of warranty based oninstallation date and warranty length (1 year by default), the administrator should use a formula as the default value of Warranty Expiration Date field on Installation object. The formula can calculate one year from installation date using DATE function or DATEVALUE function. For example, DATE(YEAR(Installation\_Date\_c) + 1 , MONTH(Installation\_Date\_c) , DAY(Installation\_Date\_c)) will return one year from installation date. Creating a formula field, adding a validation rule, or including Warranty Expiration Date field on mobile page layout will not capture expiration date based on installation date and warranty length.

References:https://help.salesforce.com/s/articleView?id=sf.formula using date datetime.htm&type=5

#### **NEW QUESTION # 197**

The administrator at Ursa Major Solar has created a custom report type and built a report for sales operation team. However, none of the user are able to access the report.

Which two options could cause this issue?

Choose 2 Answers

- A. The user's profile is missing view access.
- B. The report is saved in a private folder
- C. The org has reached its limit of custom report types.
- D. The custom report type is in development.

Answer: B,D

Explanation:

Explanation

There are two possible reasons why users are unable to access a report based on a custom report type created by an administrator. One is that the custom report type is in development mode, which means that it is not deployed and available for use by other users except for administrators and users with manage custom report types permission. The other is that the report is saved in a private folder, which means that it is visible only to its owner and not shared with other users or groups. References:

https://help.salesforce.com/s/articleView?id=sf.reports\_builder\_custom\_report\_types.htm&type=5

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

#### **NEW QUESTION # 198**

A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest from online. The team currently does not access to the lead object.

How should an administrator provide proper access?

- A. Configure permission sets.
- B. Assign a new role.
- C. Create a new profile
- D. Set Up Manual Sharing

#### Answer: A

Explanation:

Explanation

Permission sets are a flexible way to grant additional access to users without changing their profiles. To provide access to the lead object for a team of support users, create a permission set that includes the appropriate object and field permissions for leads, and then assign it to the users.

References:https://help.salesforce.com/s/articleView?id=sf.perm\_sets\_overview.htm&type=5

#### **NEW QUESTION # 199**

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The Salesforce Certified Administrator certification has become very popular to survive in today's difficult job market in the technology industry. Every year, hundreds of Salesforce aspirants attempt the Salesforce-Certified-Administrator exam since passing it results in well-paying jobs, salary hikes, skills validation, and promotions. Lack of Real Salesforce-Certified-Administrator Exam Questions is their main obstacle during Salesforce-Certified-Administrator certification test preparation.

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