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Salesforce Certified Administrator Sample Questions (Q127-Q132):

NEW QUESTION # 127
Sales reps miss key fields when filling out on opportunity record through the process. Reps need to move forward Win unable to

enter previous stage.
Which three options should the administrator use to address this need?
Choose Three answers

- A. Use Validation Rules.
- B. Configure Opportunity Path.
- C. Enable guided selling.
- D. Mark fields required on the page layout.
- E. Use Flow to mark fields required.

Answer: A,C,D

Explanation:
Explanation
Guided selling, validation rules, and required fields on the page layout are three options that can be used to ensuresales reps fill out key fields when working on an opportunity through the process. Guided selling allows administrators to add prompts and guidance at each stage of the path to help reps move forward with confidence. Validation rules allow administrators to enforce data quality and business logic by preventing reps fromsaving records that do not meet certain criteria. Required fields on the page layout allow administrators to make certain fields mandatory for reps to enter before saving records. Configuring opportunity path can help reps visualize and update key fields at each stage, but it does not make themrequired or prevent them frommoving forward without entering them. Using flow to mark fields required is not possible because flows cannot modify page layouts or field properties.
References:
https://help.salesforce.com/s/articleView?id=sf.path_guided_selling.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.validation_rules.htm&type=5https://help.salesforce.com/s/article

NEW QUESTION # 128
An administrator is on a tight deadline to create dashboards for the sales and marketing teams at AW Computing.
What should the administrator do to meet the deadline without increasing the budget?

- A. Build the dashboards manually to meet the deadline.
- B. Hire a Consultant to build the customdashboards.
- C. Train someone on the sales and marketing teams to build dashboards.
- D. Check the AppExchange for prebuilt Solution that can be easily customized.

Answer: D

Explanation:
Explanation
To save time and budget, you can check the AppExchange for prebuilt solutions that can be easily customized for your needs.
AppExchange is a marketplace for apps, components, and consulting services that extend Salesforce functionality.
References: https://appexchange.salesforce.com/

NEW QUESTION # 129
Northern trail Outfitter wants to use contract hierarchy in its or to display contact association.
What should the administrator take into consideration regarding the contact hierarchy?

- A. Contact Hierarchy is limited to only 3,000 contacts at one time.
- B. Customizing hierarchy columns changes the recently viewed Contacts list view.
- C. Contacts displays in the contact hierarchy are limited to record-level access by User.
- D. Sharing setting are ignored by contacts displayed in the Contact Hierarchy.

Answer: C

NEW QUESTION # 130
Cloud Kicks has asked the administrator to test a new screen flow that create contacts.
What are two key components of testing the flow?
Choose 2 answers

- A. Use Debug to test the flow in Flow Builder.
- B. Run the flow using it to create contacts.
- C. Set Up a flow interview to test the flow.
- D. Test the flow in a sandbox.

Answer: A,B

Explanation:
Explanation
Running the flow using it to create contacts and using debug to test the flow in Flow Builder are two key components of testing a new screen flow that creates contacts. Running the flow allows the administrator to see how the flow behaves in real time and check for any errors or unexpected results. Debugging the flow allows the administrator to simulate how the flow runs with different inputs and outputs and check for any logic or syntax errors. Setting up a flow interview or testing the flow in a sandbox are not necessary for testing a screen flow that creates contacts. References:
https://help.salesforce.com/s/articleView?id=sf.flow_test.htm&type=5

NEW QUESTION # 131
A new Sales Rep at Ursa Major has a qualified lead that is ready for conversation.
When using the Lead Conversion process, which two records can be Created?
Choose 2 answers

- A. Contact
- B. Account
- C. Case
- D. Campaign

Answer: A,B

Explanation:
Explanation
Account and contact are two records that can be created when using the lead conversion process. The lead conversion process converts a lead into an account, a contact, and optionally, an opportunity. References:
https://help.salesforce.com/s/articleView?id=sf.convert_lead.htm&type=5

NEW QUESTION # 132
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