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Salesforce Certified Administrator Sample Questions (Q53-Q58):

NEW QUESTION # 53

Cloud Kicks (CK) is partnering with a used shoe store and second-hand bicycle emporium. CK has an automated business process it wants to run once a week to count the number of open cases related to an account. How should the administrator recommend automating this business process?

- A. Create a workflow rule with an outbound message.
- B. Set up a scheduled process in Process Builder.
- C. Use a process to update the account when it is edited
- D. Configure a scheduled flow in flow Builder.

Answer: D

Explanation:

Explanation

Flow Builder supports creating a scheduled flow that can run at specified intervals and perform actions on a set of records that meet certain criteria.

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

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

NEW QUESTION # 54

Support reps at Cloud Kicks (CK) are reporting that when they try to close a case, the Closed option in the Case Status picklist is missing. CK has asked the administrator to find a solution.

Why are the support reps unable to see the Closed option in the specified picklist?

- **A. The Case record type is missing Closed as a picklist value.**
- B. The Show Closed Statuses in Case Status Field checkbox is set to the default.
- C. The Close Case page layout must be used to close a case.
- D. The Support Process being used omits Closed as a status choice.

Answer: A

NEW QUESTION # 55

The marketing team at Ursa Major Solar wants to send a personalized email whenever a lead fills out the web-to-Lead form on their website. They want to send different Message based on the Lead Industry Field Value.

What Should an administrator configure to meet this requirement?

- A. Use Validation rule to trigger workflow to email to Lead.
- **B. Configure an auto response rule to email the lead.**
- C. Create an assignment rule to email the lead
- D. Add a public group and process builder to email the lead.

Answer: B

Explanation:

Explanation

Auto response rules are a way to automatically send email responses to leads or cases based on certain criteria such as lead source, industry, etc. They can be used to send personalized emails whenever a lead fills out a web-to-lead form on a website and send different messages based on the lead industry field value. Using validation rule to trigger workflow to email the lead is not possible because validation rules cannot trigger workflows or send emails; they only prevent records from being saved if they do not meet certain criteria.

Adding a public group and process builder to email the lead is unnecessary because auto response rules can handle this requirement without additional configuration or customization. Creating an assignment rule to email the lead is also unnecessary because assignment rules are used to assign leads or cases to users or queues based on certain criteria, not send emails; although they can have email alerts as part of their actions, they are not as flexible as auto response rules for personalizing email messages. References: https://help.salesforce.com/s/articleView?id=sf.customize_leadsautoresponse.htm&type=5

NEW QUESTION # 56

Universal Container wants to increase the security of their org by requiring stricter user passwords.

Which two of the following should an administrator configure?

Choose 2 answers

- **A. Password complexity requirement.**
- B. Password different then username
- **C. Minimum password length.**
- D. Prevent common words

Answer: A,C

Explanation:

Explanation

Minimum password length and password complexity requirement are two settings that administrators can configure to increase the security of user passwords in Salesforce. They determine how long and how complex the passwords must be to meet the security standards. Password different than username and prevent common words are not valid settings in Salesforce, although they are good practices for creating strong passwords.

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

NEW QUESTION # 57

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

- A. Delete the lead and create a new contact and opportunity.
- **B. Convert the lead from the campaign member detail page.**
- C. Clone the lead and convert the cloned record to a contact.
- D. Add a contact from a campaign member detail page.

Answer: B

Explanation:

Explanation

To create a contact and an opportunity from a lead that is associated with a campaign, and keep the campaign member history, the administrator should convert the lead from the campaign member detail page. This will automatically create a contact, an account, and an opportunity that are linked to the campaign. Deleting, cloning, or adding a contact will not preserve the campaign member history.

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

NEW QUESTION # 58

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