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## Salesforce Certified Advanced Administrator Sample Questions (Q81-Q86):

### NEW QUESTION # 81

Why users are not able to see "Find Duplicate" button in Lead ?

- A. They should have Edit Permission
- B. They should have Delete Permission

- C. They should have Read and Edit Permission
- D. They should have Read Permission
- E. They should have Read and Delete Permission

**Answer: E**

#### NEW QUESTION # 82

When a lookup relationship is created between two objects, what option can the administrator select to help manage situations when a lookup record is deleted? Choose 3 answers

- A. Delete the related record also
- B. Prompt the user to enter another record to resolve the lookup relationship
- C. Notify the record owner
- D. Clear the value of the lookup field
- E. Do not allow deletion of a lookup record that is part of a lookup relationship

**Answer: A,D,E**

#### NEW QUESTION # 83

Users at AW Computing are receiving a duplicate message when they enter contacts with common first and last names.

Management wants to improve the user experience but also keep the data Integrity of contacts.

What should an administrator implement for this issue?

- A. Change the duplicate rule to report Instead of alert so the message is avoided.
- B. Include the Email field to the existing matching rule for a more exact match.
- C. Update the matching method on the rule from fuzzy to exact for First Name and Last Name.
- D. Add a secondary matching rule to the duplicate rule to match on the associated customer.

**Answer: B**

Explanation:

Explanation

A matching rule is a rule that defines how records are compared for duplication based on certain fields or fuzzy logic. By including more fields or changing the matching method, you can make the matching rule more or less strict and reduce false positives or negatives. In this case, including the email field to the existing matching rule for contacts can help avoid duplicate messages for common names by checking if the email addresses are also identical. References:

[https://help.salesforce.com/s/articleView?id=sf.matching\\_rules\\_create.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.matching_rules_create.htm&type=5)

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#### NEW QUESTION # 84

Users at Ursa Major Solar want to create complex dashboards with supporting charts based on data to come from a variety of sources, some of which live on the Internal company shared drives.

Which product should the administrator recommend to meet the users' needs?

- A. List views
- B. Report Bulkier
- C. Lightning Dashboard Builder
- D. Tableau CKM

**Answer: D**

#### NEW QUESTION # 85

A sales rep needs to help cross-sell an opportunity but is unable to make updates on the record or update the opportunity team. Which two options would be required for a sales rep to add a rep to the opportunity team?

Choose 2 answers

- A. Transferred ownership of the Opportunity to the sales rep
- **B. A permission with Edit access on the Account object**
- C. Transferred ownership of the Account to the sales rep
- **D. A role above the Opportunity owner in the role hierarchy**

**Answer: B,D**

Explanation:

To add a user to an opportunity team, you need Edit access on the account associated with the opportunity and either own the opportunity or be above the owner in the role hierarchy.

References: [https://help.salesforce.com/s/articleView?id=sf.teams\\_adding.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.teams_adding.htm&type=5)

## NEW QUESTION # 86

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