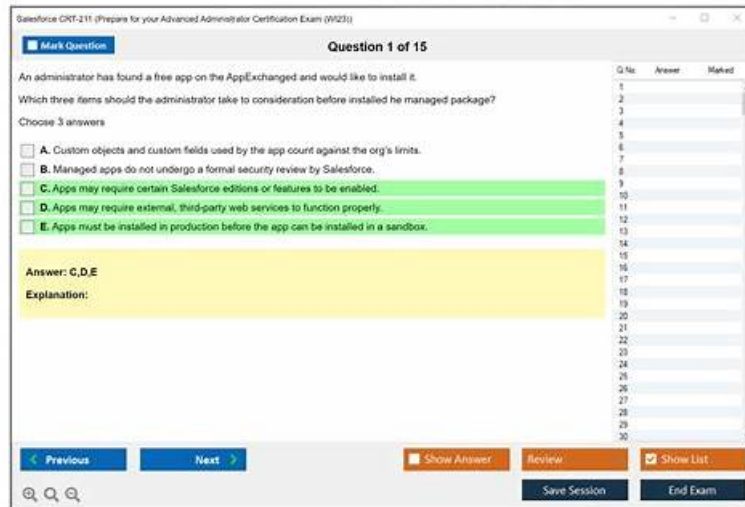


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Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q102-Q107):

NEW QUESTION # 102

A sales rep at Ursa Major Solar was assigned to a role under their manager and is the record owner of several opportunities; however, the sales rep is missing from the manager's forecast.

What should the administrator review to solve this issue?

- A. Enable manager adjustments
- B. Enable owner adjustment
- C. Allow Override Forecasts
- D. Allow Forecasting

Answer: A

NEW QUESTION # 103

what should an administrator do before case feeds can be enabled? choose 2

- **A. Enable feed tracking on cases.**
- B. Enable default email templates
- **C. Enable chatter.**
- D. Enable case assignment rules.

Answer: A,C

NEW QUESTION # 104

Admin wants parent case cant be closed until all child cases are closed.

- A. Rollup summary on child
- B. Validation rule on child case before closing it
- **C. Apex trigger to check child case status before closing it**
- D. Workflow on parent to check status of child case

Answer: C

NEW QUESTION # 105

The administrator at AW Computing has been asked to review whether any users are making configuration changes directly in production.

Which item should the administrator review to find these details?

- A. Organization-Wide Defaults
- B. Login History
- C. Field History Tracking
- **D. Setup Audit Trail**

Answer: D

Explanation:

The Setup Audit Trail is a tool that allows you to view and download a log of changes made in your org's Setup area. The log shows up to 20 fields of information for each change, such as who made it, when it was made, what type of change it was, and what values were changed. You can use the Setup Audit Trail to track configuration changes directly in production and identify any unauthorized or problematic changes.

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

NEW QUESTION # 106

An administrator has a request to create a Next Steps field for users to document what they need to do next on a lead. The field should allow users to format the text and be mapped to an opportunity when converted.

What type of field will satisfy these requirements?

- A. Text Area
- B. Formula (Text)
- **C. Text Area (Rich)**
- D. Text Area (Long)

Answer: C

Explanation:

A Text Area (Rich) field allows users to format the text with fonts, colors, images, and hyperlinks. It also supports mapping to an opportunity when converting a lead. Reference: <https://help.salesforce.com/s/articleView?>

id=sf.fields_using_rich_text_area.htm&type=5

NEW QUESTION # 107

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