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### Salesforce Certified Administrator Sample Questions (Q18-Q23):

#### NEW QUESTION # 18

Cloud Kicks is working on a better way to track its product shipments utilizing Salesforce. Which field type should an administrator use to capture coordinates?

- A. Geofence
- B. Geolocation
- C. Custom address
- D. External lookup

**Answer: B**

Explanation:

#### Explanation

Geolocation fields allow you to store the latitude and longitude coordinates of a location. They can be used to calculate distances between records and display maps of accounts, contacts, leads, or other custom objects.

References: [https://help.salesforce.com/s/articleView?id=sf.customize\\_geoloc.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.customize_geoloc.htm&type=5)

#### NEW QUESTION # 19

The administrator at AW Computing wants to send off client welcome tasks and a welcome email to the primary contact automatically when an Opportunity is Closed won.

What automation tool best accomplishes this?

- A. Outbound Message
- **B. Process Builder**
- C. Approval Process
- D. Validation Rule

#### Answer: B

Explanation:

#### Explanation

Process Builder is a tool that can be used to automate business processes by creating record-triggered flows that execute actions when certain conditions are met. In this case, Process Builder can be used to create a flow that executes when an opportunity is closed won and creates a client welcome task and a welcome email for the primary contact. References:

[https://help.salesforce.com/s/articleView?id=sf.process\\_which\\_tool.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.process_which_tool.htm&type=5)

#### NEW QUESTION # 20

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 the requirement?

- A. Workflow rules
- B. Dynamic forms
- C. Opportunity processes
- **D. Path key fields**

#### Answer: D

#### NEW QUESTION # 21

Which tool should an administrator use to review recent configuration changes made in their org?

- **A. Setup Audit Trail**
- B. Debug logs
- C. Field History Tracking
- D. Critical Updates

#### Answer: A

Explanation:

#### Explanation

Setup audit trail is a tool that allows administrators to review recent configuration changes made in their org. It shows a list of up to 180 days of setup changes made by anyone in the org, including the date, time, user, and type of change. It can help administrators track who made what changes and when, and troubleshoot any issues caused by configuration changes. Critical updates are notifications that inform administrators of new features or enhancements that may impact their org; they do not show configuration changes made by users. Debug logs are records of database operations, system processes, and errors that occur when executing a transaction or running unit tests; they do not show configuration changes made by users either. Field history tracking is a feature that allows administrators to track changes to the values of certain fields on records; it does not show configuration changes made in setup.

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

## NEW QUESTION # 22

Ursa Major classifies its accounts as Silver, Gold, or Platinum Level. When a new case is created for a Silver or Gold partner, it should go to the Regular Support Queue. When an account is Platinum Level, it should automatically go to the Priority Support Queue. What should the administrator use to achieve this?

- A. Workflow Rules
- **B. Assignment Rules**
- C. Case Rules
- D. Escalation Rules

### Answer: B

Explanation:

Explanation

Assignment rules are tools that allow administrators to automatically route records to users or queues based on certain criteria. For example, an assignment rule can assign cases to different queues based on case priority, origin, type, or other fields. Assignment rules can be triggered when records are created manually, via email, web, or API. Assignment rules consist of multiple rule entries that define the criteria and actions for each assignment scenario. References:

[https://help.salesforce.com/s/articleView?id=sf.customize\\_leadrules.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.customize_leadrules.htm&type=5)

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## NEW QUESTION # 23

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