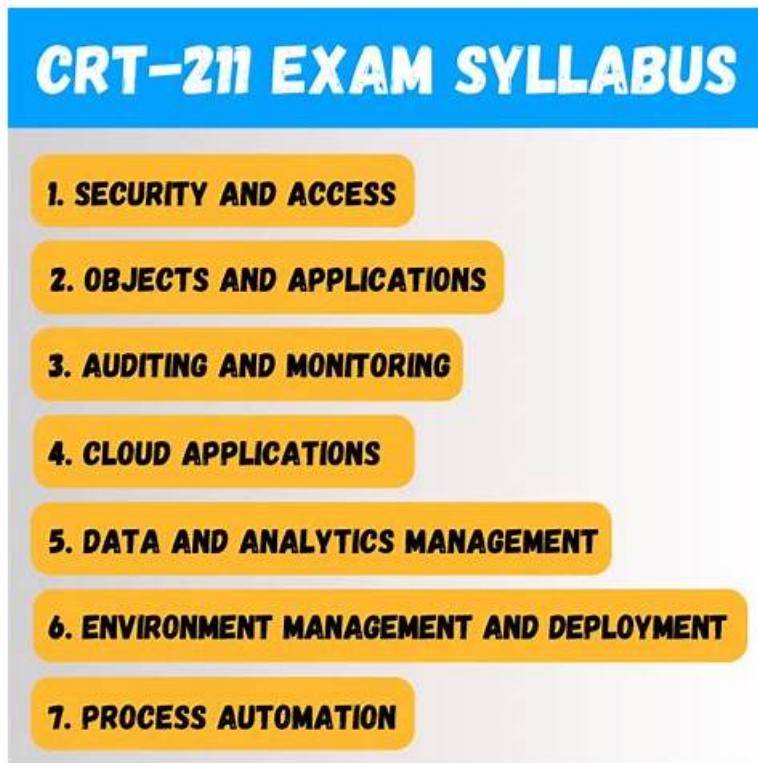


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## Salesforce Certification Preparation for Advanced Administrator Sample Questions (Q161-Q166):

### NEW QUESTION # 161

What tool would you use to automate a process so a parent case is closed, the child case automatically closes?\* (1 Point)

- A. Apex trigger
- B. Validation rule field update
- C. Auto response rule
- D. Workflow rule field update

**Answer: A**

#### **NEW QUESTION # 162**

Salesforce Communities replace the functionality that you may have previously read about (obsolete products):  
Select one or more:

- A. Customer Portals
- B. Partner Portals
- C. Account Portals
- D. Service Portals

**Answer: A,B**

#### **NEW QUESTION # 163**

An administrator is given a .csv file of 5,000 leads with External Id and Status fields. They need to match existing and add new records with Data Loader.  
What action should be taken to populate the Status field on the records and add new records?

- A. Update
- B. Upsert
- C. Export
- D. Insert

**Answer: B**

#### **NEW QUESTION # 164**

Universal Container wants to relate multiple projects to opportunities to track change orders when new order items added to the project. All Opportunity team members should have access to the opportunity, but only opportunity owners should have access to the change orders. What relationship type should be used to meet these requirements?

- A. Lookup
- B. Hierarchical
- C. Many to Many
- D. Master Detail

**Answer: A**

#### **NEW QUESTION # 165**

Which two values rolls up the hierarchy to the manager for and Collaborative Forecasts? Choose 2 answers.

- A. Expected revenue
- B. Product quantity
- C. Quota amount
- D. Opportunity amount

**Answer: A,D**

#### **NEW QUESTION # 166**

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