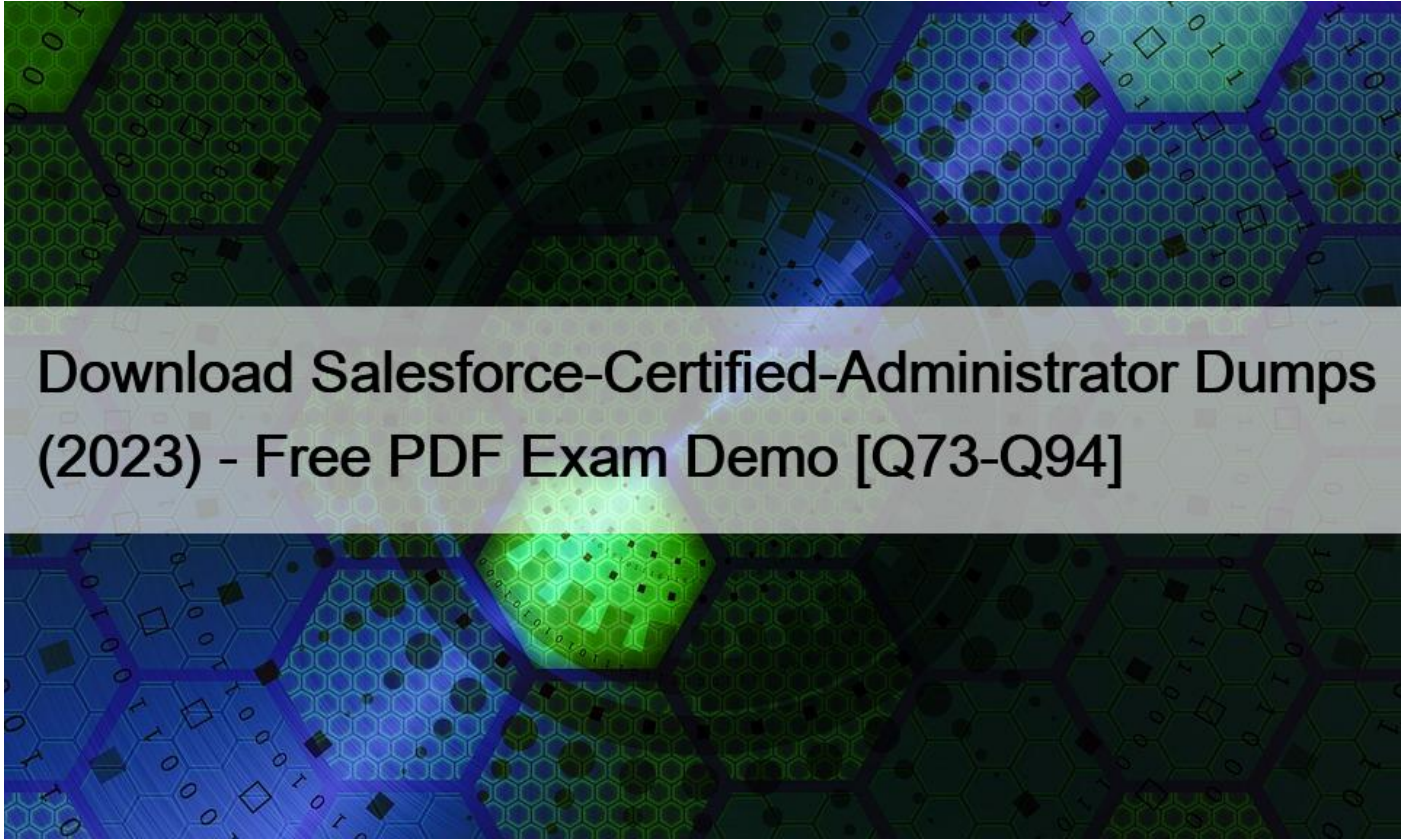


Download Salesforce-Certified-Administrator Dumps (2023) - Free PDF Exam Demo [Q73-Q94]



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Salesforce Salesforce-Certified-Administrator Exam Syllabus Topics:

Topic 1- Identify tools and use cases for managing data- Understand the implications of deleting fields
Topic 2- Explain how to create, delete, and customize fields and page layouts on standard and custom objects- Describe the standard object architecture and relationship model
Topic 3- Describe how folders can be used to organize and secure communication templates- Distinguish between the various UI features that an administrator controls
Topic 4- Identify the appropriate sales productivity features using opportunity tools- Understand the implications of activating, deactivating, or freezing a user

NO.73 Cloud Kicks executives have noticed the opportunity Expected revenue Field displays incorrect values.

How Should the administrator correct this?

- * Update the expected revenue associated with the stage.
- * Adjust the forecast category associated with the stage.
- * Modify the closed won value associated with the stage.
- * Change the probability associated with the stage.

NO.74 Universal Containers is trying to improve the user experience when searching for the tight status on a case. The company currently has one support process that is used for all record types on cases. The support process has 10 status values. Service reps say they never need more than five depending on what kind of case they are working on.

How should the administrator improve on the current implementation?

- * Reduce the number of case status values to five.
- * Create a Screen Flow that shows only the correct values for status and surface the flow in the utility bar of the console.
- * Review which status choices are needed for each record type and create support processes for each that is necessary.
- * Edit the status choices directly on the record type.

NO.75 A Sales user is trying to manage Campaign Members for an upcoming networking event. The user can view the Campaign, but add new Campaign Members or update Member statuses.

How can an administrator troubleshoot this problem?

- * Create a permission set to allow the user to edit Campaign Members.
- * Provide the user access to both Leads and Contacts to edit all Members.
- * Make sure the Marketing User Checkbox is checked on the user record page.
- * Run a Campaign report and update any Member information via Data Loader.

NO.76 Universal Containers introduced a new product and wants to track all associated cases that get logged. They are looking for an automated solution that would give the product's two lead engineers read/write access to all new cases that reference the new product.

What should an administrator do to satisfy this requirement?

- * Create a queue and a criteria-based sharing rule.
- * Create a predefined case team and an assignment rule.
- * Create a user-based sharing rule and an ad-hoc case team.
- * Create an auto-response rule and a public group.

NO.77 Northern Trail Outfitters wants to encourage employees to choose secure and appropriate passwords for their Salesforce accounts.

Which three password policies should an administrator configure?

Choose 3 answers

- * Maximum invalid login attempts
- * Prohibited password values
- * Require use of Password Manager App
- * Password complexity requirements
- * Number of days until expiration

NO.78 Universal Containers administrator has been asked to create a many-to-many relationship between two existing custom objects.

Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

- * Create a junction with a custom object.
- * Create two master detail relationships on the new object.

- * Create two lookup relationships on the new object.
- * Create URL fields on a custom object.

NO.79 The Administrator at Universal Container wants to add branding to salesforce.

Which two considerations should the administrator keep in mind?

Choose 2 Answers

- * Only one theme can be active at a time, and a theme applies to the entire org.
- * Themes apply to salesforce classic and to the salesforce mobile app.
- * Up to 150 custom themes can be created, modified, or cloned from the built-in themes.
- * Chatter external users see the built-in Lightning theme only.

NO.80 The administrator at Cloud Kicks created a new field for tracking returns on their new cloud shoe. A user has submitted a case to the administrator indicating that the new field is unavailable.

Which two steps should an administrator do to troubleshoot this issue?

Choose 2 answers

- * Ensure that the page layout for the user's profile has been updated.
- * Run the setup audit trail for the organization.
- * Update the organization wide default for the object.
- * Review the field level security of the field for the user profile

NO.81 What are three characteristics of a master-detail relationship?

Choose 3 answers

- * The master object can be a standard or custom object.
- * Permissions for the detail record are set independently of the master.
- * Each object can have up to five master-detail relationships.
- * Roll-up summaries are supported in master-detail relationships.
- * The owner field on the detail records is the owner of the master record.

NO.82 Cloud Kicks wants to update a screen flow so that if the checkbox field High Value Customer is set to true, the first screen is skipped and the user is directed to the second screen.

How should the administrator configure the decision element?

- * Use the equals operator and `{!$GlobalConstant.True}` as the value.
- * Use the equals operator and `“High Value Customer”` as the value.
- * Use the contains operator and `{!$GlobalConstant.False}` as the value.
- * Use the contains operator and `“High Value Customer”` as the value

NO.83 Ursa Major Solar uses Opportunity to track sales of solar energy products. The company has two separate sales teams that focus on different energy markets. The Services team also wants to use Opportunity to track installation. All three teams will need to use different fields and stages.

How Should the administrator configure this requirement?

- * Create three sales processes. Create three record types and one page layout.
- * Create one sales process. Create three record types and three page layouts.
- * Create three sales processes. Create three record types and three page layouts.

- * Create one sales process. Create one record type and three page layouts.

NO.84 An administrator wants to create a form in Salesforce for users to fill out when they lose a client.

Which automation tool supports creating a wizard to accomplish this goal?

- * Process Builder
- * Approval Process
- * Outbound Message
- * Flow Builder

NO.85 Universal Containers (UC) has a queue that is used for managing tasks that need to be worked by the UC customer support team. The same team will now be working some of UC's Cases.

Which two options should the administrator use to help the support team?

Choose 2 answers

- * Configure a flow to assign the cases to the queue.
- * Use assignment rules to set the queue as the owner of the case.
- * Add Case to the existing queue as available object.
- * Create a new queue and add Cases as an available object.

NO.86 Northern Trail outfitters has hired interns to enter Leads into Salesforce and has requested a way to identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?

- * Set up Web-to-Lead form the interns use.
- * Define a record type and assign it to the interns.
- * Create a separate Lead Lightning App.
- * Update the active Leads Assignment Rules.

NO.87 Cloud kicks has the organization-wide sharing default set to private on the shoe object. The sales manager should be able to view a report containing shoe records for all of the sales reps on their team.

Which 3 items should the administrator configure to provide appropriate access to the report?

Choose 3 answers

- * Custom report type.
- * Folder access
- * Report subscription
- * Field level security

NO.88 Northern Trail Outfitters has a new flow that automatically sets the field values when a new account is created. That the flow is launched by a process, But the flow is not working properly.

What should administrator do to identify the problem?

- * Use the native debug feature in the flow builder.
- * Review debug logs with the login level.
- * View the setup audit Trail and review for errors.
- * Setup Email logs and review the send error log.

NO.89 Sales Users at Cloud Kicks are requesting that the data in the industry field on the Account object displays on the Opportunity page layout.

Which type of the field should an administrator create to accomplish this?

- * Custom Account Field
- * Standard Account Field.
- * Cross Object Formula Field
- * Master detail relationship Field

NO.90 Cloud Kicks has asked the administrator to test a new screen flow that create contacts.

What are two key components of testing the flow?

Choose 2 answers

- * Set Up a flow interview to test the flow.
- * Run the flow using it to create contacts.
- * Use Debug to test the flow in Flow Builder.
- * Test the flow in a sandbox.

NO.91 The administrator for Cloud Kicks has created a screen flow to help service reps ask the same set of questions when customers call in with issues. This screen should be visible from cases.

How should the screen flow be distributed?

- * Page Layout
- * Component Filter
- * Lightning page
- * Home page

NO.92 What are three Setting an administrator should configure to make it easy for approvers to respond to approval requests?

Choose 3 Answers.

- * Update the organizations chatter setting to allow approvals.
- * Enable the organizations Email approval response setting.
- * Specify initial submission actions within the approval process.
- * Add the Items to approve component to the approvers home page.
- * Create a flow to automatically approve all records.

NO.93 An administrator supporting a global team of salesforce users has been asked to configure company settings.

Choose 2 options

- * Currency Locale
- * Default Language
- * Password Policy
- * Login Hours

NO.94 An Administrator supporting global team of salesforce users has been asked to configure the company settings Which two options should the administrator configure?

Choose 2 Answers

- * Login Hours

- * Password Policy
- * Default Language
- * Currency Local

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