Salesforce-Certified-Administrator Dumps PDF 2023 Strategy Your Preparation Efficiently [Q114-Q133

Salesforce-Certified-Administrator Dumps PDF 2023 Strategy Your Preparation Efficiently
Latest Verified & Correct Salesforce Salesforce-Certified-Administrator Questions

Q114. An administrator at Northern Trail Outfitters is creating a validation rule.

Which two functions should the administrator use when creating a validation rule?

Choose 2 answers
* Formula return type
* Error condition formula
* Error message location
* Rule active date

Q115. Cloud Kicks (CK) needs a new sales application. The administrator there is an application package on the AppExchange and wants to begin testing it in a sandbox to see If it addresses CK’s needs.

What are two considerations when installing a managed package in a sandbox?

Choose 2 answers.
* Any metadata changes to the package have to be recreated in production.
* The installation link has to be modified to test.saiesiorcc.com.
* Install for Admins Only will be the only Install option available.
* The package will be removed any time the sandbox is refreshed.

Explanation

Two considerations when installing a managed package in a sandbox are:

The installation link has to be modified to test.salesforce.com, because the default installation link points to login.salesforce.com which is for production orgs. To install a package in a sandbox org, the administrator has to replace login with test in the installation URL before clicking it.

The package will be removed any time the sandbox is refreshed, because refreshing a sandbox replaces its current data and metadata with those from its source org. If the source org does not have the package installed, then the sandbox will lose it after refresh. Any metadata changes to the package do not have to be recreated in production, because they are preserved during upgrades unless overwritten by the package developer. Install for Admins Only is not the only install option available; there are also Install for All Users and Install for Specific Profiles options. References:

https://help.salesforce.com/s/articleView?id=sf.distribution_installing_packages.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.data_sandbox_implementation_tips.htm&type=5

Q116. An administrator at Universal Containers has been asked to prevent users from accessing Salesforce from outside of their network.

What are two considerations for this configuration?

Choose 2 answers
* IP address restrictions are set on the profile or globally for the org.
* Users can change their password to avoid login IP restrictions.
* Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.
* Single sign-on will allow users to log in from anywhere.

Explanation

IP address restrictions allow you to prevent users from accessing Salesforce from outside of their network.

You can set IP address restrictions on the profile level or globally for the org. To enforce IP restrictions for API logins, you must select Enforce Login IP Ranges on Every Request in Session Settings.

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

https://help.salesforce.com/s/articleView?id=sf.security_enforce_ip_ranges.htm&type=5

Q117. Sales reps at Ursa Major Solar are having difficulty managing deals. The leadership team has asked administrator to help sales reps prioritize and close more deals.

the administrator configure to help with these issues?
* Einstein Activity Capture

* Einstein Opportunity Scoring
* Einstein Search Personalization Einstein Lead Scoring
Explanation

To help sales reps prioritize and close more deals, the administrator should use Einstein Opportunity Scoring, which is a feature that assigns each opportunity a score from 1 to 99 based on how likely it is to be won. The score is calculated using historical data and machine learning models, and can help reps focus on the most promising opportunities and take actions to improve their chances of winning. Einstein Activity Capture, Einstein Search Personalization, and Einstein Lead Scoring are not related to opportunity management.

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

Q118. Cloud Kicks (CK) stores information about specific customers in Contacts and information about shoes and accessories in a custom Merchandise object.

What should the CK administrator use to represent that Contact can be interested in multiple pieces of Merchandies?
* Hierarchy column
* Lookup filter
* Formula field
* Junction object
Explanation

A junction object is a type of custom object that allows administrators to create many-to-many relationships between two other objects. A many-to-many relationship means that each record of one object can be related to multiple records of another object, and vice versa. For example, a junction object can represent that a contact can be interested in multiple pieces of merchandise, and a piece of merchandise can be of interest to multiple contacts. A junction object has two master-detail relationships with the two objects it connects.

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

Q119. Cloud Kicks need to be able to show different picklist values for sales and marketing users.

Which two options will meet this requirement?

Choose 2 answers
* One page layout, two record types, one picklist
* Two page layouts, one record type, two picklists
* Two permission sets, one record type, one picklist
* One record type, two profiles, one picklist

Q120. The sales team at Ursa Major Solar has asked the administrator to automate an outbound message.

What should the administrator utilize to satisfy the request?
* Process builder
* Task assignment
* Workflow rule
* Flow builder
Explanation

To automate an outbound message, the administrator should use a workflow rule that defines the criteria for sending the message

and the actions to perform when those criteria are met. One of the actions available for workflow rules is sending an outbound message to a designated endpoint URL with specified fields as parameters. Process builder, task assignment, and flow builder are not able to send outbound messages directly. References:
https://help.salesforce.com/s/articleView?id=sf.workflow_define.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.workflow_action_outboundmessaging.htm&type=5

Q121. Northern Trail Outfitters has a custom quick action on Account that creates a new Case.

How should an administrator make the quick action available on the Salesforce mobile app?
* Create a custom Lightning App with the action.
* Modify compact Case page layout to include the action.
* Include the action in the Salesforce Mobile Navigation menu.
* Add the Salesforce Mobile and Lightning Experience action to the page layout.

Q122. 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?
* Create a separate Lead Lightning App.
* Define a record type and assign it to the interns.
* Set up Web-to-Lead for the interns’ use.
* Update the active Lead Assignment Rules.

Q123. An administrator at Universal Containers has been asked to prevent users from accessing Salesforce from outside of their network.

What are two considerations for this configuration?

Choose 2 answers
* IP address restrictions are set on the profile or globally for the org.
* Users can change their password to avoid login IP restrictions.
* Enforce Login IP Ranges on Every Request must be selected to enforce IP restrictions.
* Single sign-on will allow users to log in from anywhere.

Q124. Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options.

What should an administrator configure to meet these requirements?
* Validation rules that ensure that users are entering accurate sales stage information.
* Different page layouts that control the picklist values for the opportunity types.
* Public groups to limit record types and sales processes for opportunities.
* Separate record types and Sales processes for the different types of opportunities.

Q125. The Marketing team at Cloud Kicks uses campaigns to generate product interest. They want custom picklist values for the campaign member Status field for each campaign they run, currently, they ask the administrator to add or delete values, but this is very time consuming.

Which two user permission should allow the Marketing team to customize the campaign member status picklist values themselves?

Choose 2 answers
* Create and Edit for Campaign Member
* Marketing user feature license
* Customize Application permission
* Edit permission for campaigns

Q126. The VP of Sales at Cloud Kicks is receiving an error message that prevents them form saving an Opportunity. The administrator attempted the same edit without receiving an error.

How can the administrator validate the error the user is receiving?
* Edit the page layout.
* View the setup audit trail.
* Log in as the user
* Review the sharing model
Explanation

Log in as the user is a feature that can be used to validate the error the user is receiving. Log in as the user allows an administrator to access Salesforce as another user and perform actions on their behalf, such as editing an opportunity. This can help troubleshoot issues that are specific to a user’s profile, role, or permissions. References:
https://help.salesforce.com/s/articleView?id=sf.admin_login.htm&type=5

Q127. Ursa Major Solar wants its sales reps to be aware when they are speaking with high-profile customers.

Which two options should be added to the Lightning record pages to achieve this?

Choose 2 answers
* Custom Component
* Highlight Panel
* Action and Recommendations
* Component Visibility Filter
* Rich Text Area
Explanation

Two options that should be added to Lightning record pages to make sales reps aware when they are speaking with high-profile customers are:

Custom Component, which can display a custom message or icon on the record page based on certain criteria such as account rating or industry. For example, an administrator can create a custom Lightning Web Component that shows a star icon on account record pages if account rating is Hot or Warm.

Component Visibility Filter, which can control when a component is visible on a record page based on field values of that record. For example, an administrator can add a component visibility filter to an existing component such as Path or Highlights Panel that makes it visible only if account rating is Hot or Warm. Highlight Panel, Action and Recommendations, and Rich Text Area are not options that can be used to make sales reps aware when they are speaking with high-profile customers. References:

https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create_components

https://help.salesforce.com/s/articleView?id=sf.dynamic_forms_component_visibility.htm&type=5

Q128. Northern Trail Outfitters wants to track ROI for contacts that are key stakeholders for opportunities.

The VP of Sales requested that this information be accessible on the opportunity and available for reporting.

Which two options should the administrator configure to meet these requirements?

Choose 2 answers
* Customize Campaign Member Role.
* Add the Campaign Member related list to the Opportunity page layout.
* Customize Campaign Role.
* Customize Opportunity Contact Role.
* Add the Opportunity Contact Role related list to the Opportunity page layout.

Q129. 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
Explanation

Maximum invalid login attempts, password complexity requirements, and number of days until expiration are three password policies that an administrator can configure to encourage employees to choose secure and appropriate passwords for their Salesforce accounts. Maximum invalid login attempts determines how many times a user can enter an incorrect password before being locked out of Salesforce. Password complexity requirements determine how complex a user’s password must be based on criteria such as length, case sensitivity, alphanumeric characters, etc. Number of days until expiration determines how often users must change their passwords. References:

https://help.salesforce.com/s/articleView?id=sf.security_password_policies.htm&type=5

Q130. 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

Q131. Which two capabilities are considerations when marking a field as required in Object Manager?

Choose 2 answers
* The field is not required to save records via the API on that object.
* The field is universally required to save a record on that object.
* The field is added to every page layout on that object.
* The field is optional when saving records via web-to-lead and web-to-case

Explanation

When you mark a field as required in Object Manager, the field is universally required to save a record on that object in the user interface. However, the field is not required to save records via the API on that object, unless you also mark it as required on the page layout.

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

https://help.salesforce.com/s/articleView?id=sf.admin_profile_picklists.htm&type=5

Q132. When users log in to Salesforce via the user interface, which two settings does the system check for authentication?

Choose 2 answers
* The user’s Two-Factor Authentication for API Logins permission
* The role IP address restrictions
* The user’s profile login hours restrictions
* The user’s Two-Factor Authentication for User Interface Logins permission
Explanation

When users log in to Salesforce via the user interface, the system checks for authentication based on their profile settings and permissions. One of the settings is login hours, which specify the time range when users can log in to Salesforce based on their profile. Another setting is Two-Factor Authentication for User Interface Logins permission, which requires users to enter a verification code along with their username and password when they log in to Salesforce via the user interface. References:

https://help.salesforce.com/s/articleView?id=sf.users_profiles_loginhours.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.security_2fa_perm_ui_logins.htm&type=5

Q133. Users at Cloud Kicks are reporting different options when uploading a custom picklist on the Opportunity object based on the kind of opportunity.

Where Should an administrator update the option in the picklist?
* Fields and relationships
* Related lookup filters
* Record Type
* Picklist value sets
Explanation

Record types allow you to update the options in a picklist based on the kind of opportunity.

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

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