Salesforce

Advanced-Administrator

Salesforce Certified Advanced Administrator Exam

Questions&AnswersPDF

ForMoreInformation:

https://www.certswarrior.com/

Features:

- 90DaysFreeUpdates
- 30DaysMoneyBackGuarantee
- InstantDownloadOncePurchased
- 24/7OnlineChat Support
- ItsLatestVersion

Latest Version: 33.2

Question: 1

The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.
How should the administrator meet this requirement?

A. Write a validation rule that checks if the fields are blank and require that one of them of completed in order to save the opportunity.
B. Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
C. Require the Sales Engineer and the Account Executive lookup fields on the page layout.
D. Assign a task to the owner if an opportunity is created without one of these fields filled out.

Answer: A

Explanation:
A validation rule can enforce data quality by preventing users from saving records that do not meet certain criteria. In this case, the validation rule can check if both the Sales Engineer and the Account Executive lookup fields are blank, and display an error message if so. This way, the director of sales can ensure that every opportunity has either a sales engineer or an account executive assigned to the deal.
Reference: https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

Question: 2

AW Computing it running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.
What should the administrator recommend for these requirements?

A. Create a separate price book.
B. Implement CPQ.
C. Remove the approval process.
D. Enable Subscriptions.

Answer: B

Explanation:
A price book is a list of products and their prices for a specific segment of customers or market. By creating a separate price book for the special bundle deal on monitors and keyboards, AW Computing can offer different prices for these products without affecting their standard prices or requiring VP approval. The price book can also specify which products are included in the bundle and which are not.
Reference: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

Question: 3

DreamHouse Realty currently deals only with single-family homes but is expanding its business it include condos in large cities. There are some features and amenities that inly apply to condos, such as the amount of a deposit and concierge services.
How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?
How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?

A. Build a Lightning component to display fields that only apply to condos.
B. Create a Record Type for the type of property and custom page layouts for each.
C. Configure a validation rule to display fields based on the type of property the user is viewing.
D. Make is custom Lightning page to display specific fields based on the type of property.

Answer: B

Explanation:
A record type allows administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By creating a record type for the type of property (single-family home or condo), DreamHouse Realty can assign different page layouts to each record type that display only relevant fields for each property type. The record type can also determine which sales process and path are available for each opportunity. Reference:
https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

Question: 4

At Ursa Major Solar, there is a custom object called Galaxy. The sales director wants users to only see certain field market.
What Lightning will satisfy this requirement?

A. Record Detail Component
B. Fields component
C. Highlights Panel Component
D. Path Component

Answer: B

Explanation:
The Fields component is a Lightning component that allows administrators to display fields from a record on a Lightning page based on certain conditions or criteria. For example, administrators can use filter logic to show or hide fields based on field values or user profiles. In this case, the administrator can use the Fields component to display fields that only apply to condos based on the value of a field that

indicates the type of property. Reference:
https://help.salesforce.com/s/articleView?id=sf.lightning_app_builder_fields.htm&type=5

Question: 5

An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members.
What should the administrator configure?

A. Set organization-wide sharing for Account as Public Read Only.
B. Create a Sharing Rule on the Account object for all members of the account services role to have Read/Write access.
C. Update the profile Account object to Modify All.
D. Enable Account Teams and grant Read record-level access to account team members for the Account object

Answer: B

Explanation:
Sharing rules are automatic exceptions to organization-wide sharing settings that grant additional access to records based on record ownership or criteria. By creating a sharing rule on the Account object for all members of the account services role to have Read/Write access, the administrator can allow users in that role to edit and change ownership of Accounts owned by any of their team members, regardless of the organization-wide sharing setting for Account. Reference:
https://help.salesforce.com/s/articleView?id=sf.security_sharing_rules.htm&type=5