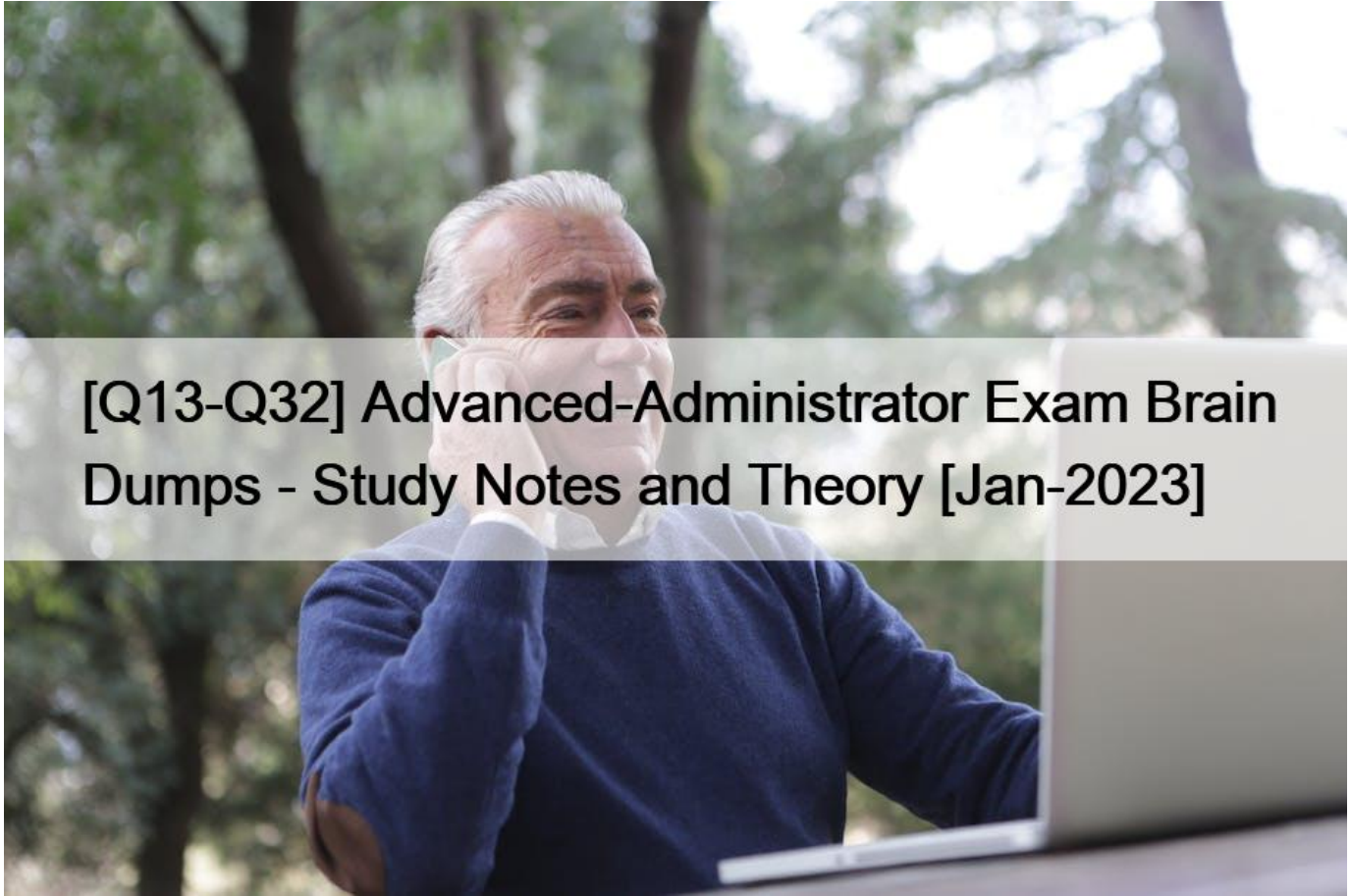


## [Q13-Q32 Advanced-Administrator Exam Brain Dumps - Study Notes and Theory [Jan-2023]



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### QUESTION 13

An administrator has initiated the process of deploying changes from a sandbox to the production environment using the Force.com IDE.

Which three pieces of information must be supplied to the IDE during this process? (Choose three.)

- \* The username and password of the destination environment
- \* The related change set connection information
- \* The metadata components that need to be deployed
- \* The data of the fields which are being deployed
- \* The environment into which the changes will be deployed

### QUESTION 14

What is a capability of territory management?

- \* Territory hierarchy grants access to accounts.
- \* Users can only be assigned to one territory.
- \* Accounts can be assigned to one or more territories.
- \* Role hierarchy and sharing rules are ignored.

#### QUESTION 15

A User wants to be able to find duplicate records. What permission is needed to show the 'Find Duplicate' button.

- \* Merge
- \* Edit
- \* Modify All Data
- \* Delete

#### QUESTION 16

The administrator at AW Computing has received an email for a system error indicating that their organization has reached its hourly limit processing workflow time triggers.

Which two processes should the administrator review? Choose 2 answers

- \* Time-Based Workflows
- \* Paused now Interviews
- \* Apex Triggers
- \* Debug Logs

#### QUESTION 17

Ursa Major Solar's administrator has configured multiple record-triggered flows to run before or after the record is saved on the Account object.

What should the administrator consider when a record-triggered flow executes first?

- \* Assign the highest priority to the record-triggered flow which should execute first.
- \* The flow with the longest execution time will execute first.
- \* The flow with the shortest execution time will execute first.
- \* The order in which those flows are executed is not guaranteed.

#### QUESTION 18

An administrator notices that there are two account records in the system with the same name. A contact record with the same name is associated with each account.

Which set of steps should be taken to merge these accounts using the Salesforce merge feature?

- \* Merge the duplicate accounts and the duplicate contacts will be merged automatically.
- \* Merge the duplicate accounts and check the box that optionally merges the duplicate contacts.
- \* Merge the duplicate contacts and then merge the duplicate accounts.
- \* Merge the duplicate accounts and then merge the duplicate contacts.

#### QUESTION 19

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?

- \* 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.
- \* Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
- \* Require the Sales Engineer and the Account Executive lookup fields on the page layout.
- \* Assign a task to the owner if an opportunity is created without one of these fields filled out.

## QUESTION 20

DreamHouse Realty wants better insights into potential revenue in the next quarter and is considering using Collaborative Forecasts.

What should the administrator consider when setting up Collaborative Forecasts?

- \* Opportunity Split data cannot be viewed in a forecast.
- \* A forecast can be either revenue-based or quantity-based.
- \* A single org can have up to six different types of forecasts.
- \* The default forecast categories cannot be customized.

## QUESTION 21

Customer wants to make sure that he is given a summary report on 4 regions weekly. How to achieve this ?

- \* Analytical snapshot
- \* Created dashbaord with filters given to them weekly
- \* Dynamic dashboard with filters given to them weekly
- \* Create individual dashboards for each then sched them weekly

## QUESTION 22

Sales management wants a small subset of users with different profiles and roles to be able to view all data for compliance purposes.

How can an administrator meet this requirement?

- \* Assign delegated administrator to the subset of users to View All Data.
- \* Create a new profile and role for the subset of users with the View All Data permission.
- \* Enable the View All Data permission for the roles of the subset of users.
- \* Create a permission set with the View All Data permission for the subset of users.

## QUESTION 23

Users report that the industry picklist field is no longer visible on account records. What test can an administrator use to troubleshoot the issue?

- \* Field audit history
- \* Setup audit trail
- \* Field history tracking
- \* Debug log

## QUESTION 24

Universal Containers uses Territory Management to manage its sales territories. Territory managers and sales representatives are at the same role level in the role hierarchy. Account and Opportunity objects are set to private.

Which three permissions should be granted to territory managers? (Choose three.)

- \* Transfer and Delete opportunities assigned to the territory, regardless of who owns the opportunities.
- \* View, Edit, Transfer, and Delete accounts assigned to the territory, regardless of who owns the accounts.
- \* View All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- \* Edit All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- \* Transfer All opportunities associated with accounts in the territory, regardless of who owns the opportunities.

#### QUESTION 25

What should an administrator consider when setting up salesforce entitlements? choose 2

- \* The service level agreements related list on a case gives support agents access to contract details.
- \* Salesforce entitlements require service cloud user feature licensing.
- \* Salesforce entitlements require an entitlement process with milestones and milestone actions.
- \* The entitlement model dictates the level of detail for the entitlement process.

#### QUESTION 26

Universal Containers uses Salesforce Knowledge and has defined its category groups based on the regions of Europe, America, Africa and Asia. The administrator needs to restrict visibility of each category to the sales representatives within each region. How should the administrator control access to these category groups?

- \* Add custom category groups to the roles assigned to the sales users
- \* Modify object settings for the category groups on the sales user's profile
- \* Add or remove sales users from a public group with access to the category groups
- \* Add custom category to the profiles assigned to the sales users

#### QUESTION 27

The sales agents at DreamHouse Realty have a profile that allows them to import records for a custom object called House. The agents only need to make imports occasionally and typically Import around 100 new records at a time.

What tool should the agents use to upload records?

- \* Bulk API
- \* Apex
- \* Data Import Wizard
- \* Data Loader

#### QUESTION 28

How User can import Quota in Forecast ? Choose 2

- \* Dataloader and API
- \* User Information / Records related list
- \* Using CHangeset
- \* Using Import Wizard
- \* Using Forecast Tab

#### QUESTION 29

Cloud Kicks is looking for a way to back up its data dally.

What should the administrator recommend?

- \* Set up Salesforce's Data Export Service and store the data in the target destination.
- \* Extract the data with the Import Wizard and push it to the target destination.
- \* Schedule a report and have the data emailed to the admin to put in the target destination.
- \* Use an ETL tool that can be scheduled to extract the data and push it to the target destination.

### QUESTION 30

The VP of sales at Universal Containers has reported that users are changing the stage of opportunity records that they do not own. The VP wants only the owner of an opportunity to be able to change the stage of an opportunity-wide Default are set to public read/write.

Which validation rule should the administrator use to allow only the record owner to edit the stage field?

- \* AND(PRIORVALUE (StageName), Ownerid <>; \$user.id)
- \* AND(ISCHANGED(StageName) <>; \$user.id)
- \* NOT(ISCHANGED(StageName) , ownerid = \$user.id)
- \* NOT(PRIORVALUE(StageName) , Ownerid = \$user.id)

### QUESTION 31

AW Computing has several service plans it offers with its laptops. Management wants the sales team to focus on bringing in new business and to have the creation of the renewal opportunity for the service plans happen automatically.

What approach should the administrator take to automate the renewal process?

- \* Configure a time-based workflow to send an email reminder to the sales rep when the service plan expires.
- \* Create a dynamic Lightning page with rich text to remind the rep to create a renewal opportunity when the opportunity is closed won.
- \* Create a validation rule to prevent the rep from closing the opportunity until a renewal is associated.
- \* Configure a flow that will create the renewal based on the closed-won date and opportunity line items.

### QUESTION 32

What happens when using changesets ( choose 2)

- \* Needs one inbound and outbound
- \* Has a feature that will validate the changeset before deploying
- \* Transfer all Profiles
- \* Transfer all Data

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