Free Questions for ADX-201E by certsinside

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Question 1

AW Computing created new multi-tier service plans. The primary difference between the packages Is the length of the term. The company wants to capture start and end dates for each service plan sold, which can direr from the contract dates of the subscription.

How should an administrator ensure the data is captured properly?

Options:

A- Build a validation rule on the Opportunity object to require custom date fields based on the product(s) selected.

B- Configure formula fields to reflect the close date of the opportunity.

C- Create a new price book for service plans with term lengths.

D- Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.

Answer:

D

Explanation:

A validation rule on the Opportunity Product object to require custom date fields based on the product family will ensure that the data is captured properly. A validation rule can check if the product family matches the service plan and if so, require the start and end date fields to be filled out. This way, AW Computing can capture the term length for each service plan sold. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

Question 2

Question Type: MultipleChoice

Management at Ursa Major Solar wants to understand how many accounts have opportunities in the overall pipeline.

What should the administrator use to create a report showing all open opportunities and the total number of accounts represented?

Options:

A- The row count on a summary report grouped by account name

B- A Cross Filter selecting opportunities with accounts

C- A custom report type showing opportunities with accounts

D- The Show Unique Count option on the account name column

Answer:

D

Explanation:

The Show Unique Count option on the account name column will create a report showing all open opportunities and the total number of accounts represented. This option will count each account only once, even if it has multiple opportunities. The report can be grouped by account name or any other field to show more details. Reference: https://help.salesforce.com/s/articleView?id=sf.reports_builder_unique_count.htm&type=5

Question 3

Question Type: MultipleChoice

The administrator at Universal Containers recently rolled out Email-to-Case functionality. Even though a new record type was created and specified in the Email-to-Case settings, all incoming cases are receiving a different record type.

What is likely causing the record type discrepancy?

Options:

A- The new Case Owner needs permissions to the new record type.

B- The Automated Case User needs permissions to the new record type.

C- A Case assignment rule is preventing the record type from being updated.

D- A validation rule is preventing the record type from being updated.

Answer:

B

Explanation:

The Automated Case User is the default user for cases created via Email-to-Case. This user needs to have permissions to the new record type in order to assign it to the incoming cases. If the Automated Case User does not have the permissions, the cases will receive a different record type based on the organization-wide default settings. Reference: https://help.salesforce.com/s/articleView?id=sf.case_email_to_case.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.case_automated_user.htm&type=5

Question 4

Question Type: **MultipleChoice**

AW Computing uses a custom Invoice object to track invoices related to accounts. The administrator wants to use roll-up summary fields to view high-level information at a glance on the account record.

Which two considerations should an administrator remember about roll-up summary fields?

Choose 2 answers

Options:

A- Roll-up types include COUNT, SUM, and AVG.

B- Roll-up summary fields are created on the master side of a master-detail relationship.

C- Roll-up summary fields prevent the conversion of a master-detail relationship to a lookup.

D- Rollup fields are calculated prior to save.

Answer:

A, B

Explanation:

Two considerations that the administrator should remember about roll-up summary fields are:

Roll-up types include COUNT, SUM, and AVG. A roll-up type is a function that determines how the data from the child records is aggregated and displayed on the parent record. The available roll-up types are COUNT, which counts the number of child records; SUM, which adds up the values of a numeric field on the child records; AVG, which calculates the average value of a numeric field on the child records; MIN, which displays the lowest value of a field on the child records; and MAX, which displays the highest value of a field on the child records.

Roll-up summary fields are created on the master side of a master-detail relationship. A master-detail relationship is a type of relationship that links two objects together such that the master object controls certain behaviors of the detail object, such as security and deletion. A roll-up summary field is a type of field that displays a value that is calculated from child records related to a parent record. Roll-up summary fields can only be created on the master object of a master-detail relationship or on a lookup relationship if it is set as required.

The other two options are incorrect because:

Roll-up summary fields do not prevent the conversion of a master-detail relationship to a lookup. They only prevent it if they reference a formula field that includes another relationship.

Rollup fields are not calculated prior to save. They are calculated after save and may take some time to update.

Question 5

A user accidentally created a duplicate opportunity and is unable to delete the duplicate record.

What should an administrator do to troubleshoot this issue?

Options:

A- Run a report of all opportunities to identify other possible duplicates.

B- Check the user profile permissions on the Opportunity object to see if they have permission to delete.

C- Advise the user to mark the duplicate opportunity Closed Lost and keep it in the system.

D- Change the user's profile to System Administrator so they have full permissions to delete object records.

Answer:

B

Explanation:

The user profile permissions on the Opportunity object is the item that the administrator should review to find out why the user is unable to delete the duplicate record. The user profile permissions determine what users can do with records and objects in Salesforce, such as creating, editing, deleting, viewing, or sharing. In this case, the administrator should check if the user has the Delete permission on the Opportunity object, which allows them to delete opportunity records that they own or have access to. If not, the administrator can either grant them this permission or delete the record for them. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_general_permissions.htm&type=5

Question 6

Question Type: MultipleChoice

The administrator at Cloud Kicks needs to set up automation to update three fields on the Shipment custom object. Because of the effect these updates will have on some programmatic customizations, they need to happen in a very specific order.

How should the administrator configure the field updates to ensure the proper order.

Options:

A- Create three workflow rules in order, one workflow rule for each field update.

B- Create a process with one criteria node and three field updates in the correct order.

C- Create a process with three criteria nodes and stop after each action.

D- Create a workflow rule with three field updates entered in the correct order.

Answer:

D

Explanation:

A workflow rule with three field updates is a way of setting up automation to update three fields on the Shipment custom object in a very specific order. A workflow rule is a rule that triggers one or more actions when a record meets certain criteria. A field update is an action that updates the value of a field on a record. In this case, you can create a workflow rule that evaluates the Shipment records when they are created or edited, and specify the criteria for triggering the rule. Then, you can add three field updates as the actions for the rule, and enter them in the correct order. The order of the field updates determines the order of execution, and you can change it by using the arrows on the workflow page. Reference: https://help.salesforce.com/s/articleView?id=sf.workflow_rules.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.workflow_field_update_considerations.htm&type=5

Question 7

Question Type: **MultipleChoice**

The finance director at Cloud Kicks asks the administrator for an exception report that shows all B2C accounts that are missing the credit card number. The credit card number is a classic encrypted field.

What action should the administrator take to meet this requirement?

Options:

A- Add 'View Encrypted Fields' to a permission set assigned to Finance and system administrators and a summary report filtered by credit card number.

B- Unmask the encrypted credit card number field to make it available and add a custom filter to a report where credit card number is blank.

C- Build a custom checkbox called Has Credit Card' that Finance checks when a credit card is recorded and a tabular report filtered on the checkbox equal to false.

D- Create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null.

Answer:

D

Explanation:

A summary report with a cross-filter is a type of report that allows you to summarize data by grouping rows and columns and applying filters based on related objects and fields. A cross-filter is a filter that lets you include or exclude records in your report based on related objects and their fields. In this case, you can create a summary report that includes a cross-filter to the Account object with a sub-filter for credit card number equal to null. This will show you all B2C accounts that are missing the credit card number, regardless of whether it is encrypted or not. Reference: https://help.salesforce.com/s/articleView?id=sf.reports_summary_charts.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.reports_cross_filters.htm&type=5

Question 8

Northern Trail Outfitters requires the sales user to input a use case before moving the opportunity stage to qualified. A consultant has reviewed the business requirement and ran a report to check the state of data completion. When pulling a report for opportunities in the qualified stage or beyond, it appears that only 30% of records have a use case filled out with varying text strings.

What should the administrator recommend?

Options:

A- Write a record-triggered flow that populates the Use Case field when an opportunity is closed.

B- Create a validation rule and add the Use Case field to the Stage Guidance in Path.

C- Make the Use Case field required on the master Opportunity layout.

D- Use a quick action with the Use Case field in the layout, and add it as a Lightning component.

Answer:

B

Explanation:

A validation rule and a stage guidance in Path are two features that can help ensure that users input a use case before moving the opportunity stage to qualified.

A validation rule is a formula that validates the data entered by users and prevents records from being saved if they do not meet certain criteria. In this case, a validation rule can be used to check if the Use Case field is blank when the Stage field is changed to Qualified, and display an error message if so.

A stage guidance in Path is a feature that displays helpful information or tips for each stage of a sales process on an opportunity record page. In this case, adding the Use Case field to the stage guidance in Path can remind users to fill out this field before moving to the next stage.