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Question 1

How should an administrator support this request?

Options:

A) Use process builder to capture the daily average on each opportunity.

B) Add Formula Fields to track Stages on each Opportunity.

C) Run the Opportunity Stage Duration report.

D) Refresh weekly reporting snapshots for Closed Opportunities.

Answer:

C

Question 2

When a Cloud Kicks opportunity closes, the company would like to automatically create a renewal opportunity.

Which two automation tools should an administrator use to accomplish this request? acne

Choose 2 answers

Options:

A) Approval Process

B) Flow Builder

C) Process Builder

D) Workflow Rule

Answer:

B, C

Question 3

Question Type: **MultipleChoice**

Users at Cloud Kicks want to see information more useful for their role on the Case page.

How should an administrator make the pages more dynamic and easier to use?

Options:

A) Delete the extra components from the page.

B) Remove fields from the record details component.

C) Add component visibility filters to the components.

D) Include more tab components with filters.

Answer:

C

Question 4

Question Type: **MultipleChoice**

A team of support users at Cloud Kicks is helping inside sales reps make follow-up calls to prospects that filled out an interest form online.

The team currently does not have access to the Lead object.

Calculator

How should an administrator provide proper access?

Options:

A) Create a new profile

B) Assign a new role

C) Configure permission sets

D) Set up Manual sharing

Answer:

C

Question 5

Question Type: **MultipleChoice**

Universal Containers wants to increase the security of their org by requiring stricter user passwords.

Which two of the following should an administrator configure?

Choose 2 answers

Options:

A) Prevent common words

B) Password different than username

C) Minimum password length

D) Password complexity requirement

Answer:

C, D

Question 6

Question Type: MultipleChoice

Sales reps miss key fields when filling out an opportunity record through the sales process. Reps need to move forward in stages but are unable to enter a previous stage.

Which three options should the administrator use to address this need?

Choose 3 answers

Options:

A) Use validation rules.

B) Configure Opportunity Path.

C) Enable guided selling.

D) Mark fields required on the page layout

E) Use Flow to mark fields required.

Answer:

A, B, D

Question 7

AW Computing needs to capture a loss reason in a rich text field when an opportunity is closed lost.

Options:

A) How should an administrator configure this requirement?

B) Create a validation rule to display an error if stage is closed lost and Loss Reason is blank.

C) Select the required checkbox next to the Loss Reason field on the page layout.

D) Check the required checkbox on the Loss Reason field in Object Manager.

E) Configure a workflow rule to display an error if Loss Reason is blank.

Answer:

A

Question 8

Question Type: MultipleChoice

Cloud Kicks (CK) has a new administrator who is asked to put together a memo detailing Salesforce usage to budget for upcoming license purchases.

Where should the administrator go to find out what type of licenses CK has purchased and how many are available?

A) Search for licenses types in setup

B) User licenses related list in company information

C) User management settings in setup in setup

D) SageNbASSR entitlements related list in company information

Answer:

B

Question 9

Question Type: **MultipleChoice**

The administrator at Ursa Major Solar has been asked to change the Work Item and Project custom object relationship from a master-detail to a lookup.

Which scenario could prevent the administrator from fulfilling this requirement?

Options:

A) A junction object is required to support the lookup.

B) Roll-up summary fields exist on the master object.

C) The lookup field in all the records contains a value.

D) The lookup field is required for saving records.

Answer:

B

Question 10

An administrator has assigned a permission set group with the two-factor authentication for User Interface Logins permission and the two-factor authentication for API Logins permission to a group of users.

Which two prompts will happen when one of the users attempts to log In to Data Loader?

Choose 2 answers

Options:

A) Users need to connect an authenticator app to their Salesforce account.

B) Users need to get a security token from a trusted network using Reset My Security Token.

C) Users need to download and install an authenticator app on their mobile device.

D) Users need to enter a verification code from email or SMS, whichever has higher priority.

Answer:

C, D

Question 11

Question Type: **MultipleChoice**

AW Computing has six sales teams in a region. These teams always consist of the same account manager, engineer, and assistant.

What should the administrate- configure to make it easier for teams to collaborate with the same customer?

Options:

A) Propose the users manually share ail their accounts with their teammates.

B) Enable account teams and show the users how to set up a default account team.

C) Create a queue for each team and assign account ownership to the queue.

D) Enable and configure standard opportunity teams with splits.

Answer:

B