Question 1

What should an administrator use as an identifier when importing and updating records from a separate system?

Options:

A- Rich Text field

B- Record ID

C- Auto-Number field

D- External ID

Answer:

D

Question 2

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

Options:

A- Custom Component

B- Highlight Panel

C- Action and Recommendations

D- Component Visibility Filter

E- Rich Text Area

Answer:

A, C

Question 3

Question Type: **MultipleChoice**

administrator at Northern Trail Outfitters is unable to add a new user in Salesforce.

What could cause this issue?

Options:

A- The username is already in use another organization.

B- The username is restricted to a domain specific to my domain.

C- The email address used for the username has a contact record.

D- The email used for the username is not a corporate email address.

Answer:

A

Question 4

Question Type: **MultipleChoice**

Ursa Major Solar has a path on Case. The company wants to require its users to follow the status values as they are on the path. Agents should be prohibited from reverting the Case back to a previous status.

Which feature should an administrator use to fulfill this request?

Options:

A- Predefined Field Values

B- Global Value Picklists

C- Dependent Picklists

D- Validation Rules

Answer:

D

Question 5

Question Type: **MultipleChoice**

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?

Options:

A- Create a separate Lead Lightning App.

B- Define a record type and assign it to the interns.

C- Set up Web-to-Lead for the interns' use.

D- Update the active Lead Assignment Rules.

Answer:

B

Question 6

Question Type: MultipleChoice

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?

A- Einstein Activity Capture

B- Einstein Opportunity Scoring

C- Einstein Search Personalization Einstein Lead Scoring

Answer:

B

Question 7

Question Type: MultipleChoice

Cloud Kicks wants to track shoe designs by products. Shoe designs should be unable to be deleted, and there can be multiple designs for one product across various stages.

Which two steps should the administrator configure to meet this requirement?

Choose 2 answers

Options:

A- Add a custom master-detail field for shoe designs on the Product object,

B- Create a custom object for shoe designs.

C- Use the standard object for designs.

D- Configure a custom lookup field for shoe designs on the Product object.

Answer:

B, C