# [Q146-Q165 Updated Dec-2023 Exam Engine or PDF for the Salesforce-Certified-Administrator Tests  Free Updated Today!


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Ultimate Guide to Prepare Salesforce-Certified-Administrator with Accurate PDF Questions

Salesforce Certified Administrator certification is a valuable asset to have in the technology industry. It demonstrates that an individual has the skills and knowledge required to manage and administer Salesforce effectively. Salesforce Certified Administrator certification is ideal for professionals who are responsible for managing and administering Salesforce in their organization. It is also suitable for individuals who are interested in pursuing a career in Salesforce administration.

Salesforce Certified Administrator certification exam is a valuable credential for professionals who work with Salesforce. It validates their knowledge and skills in Salesforce administration and provides access to a community of professionals and resources. To prepare for the exam, candidates can take advantage of online courses, training sessions, study guides, and practice exams.

**Q146.** Northern Trail Outfitters has a new flow that automatically sets the field values when a new account is created. That the flow is launched by a process, But the flow is not working properly.

What should administrator do to identify the problem?
* Use the native debug feature in the flow builder.
* Review debug logs with the login level.
* View the setup audit Trail and review for errors.
* Setup Email logs and review the send error log.

Explanation

Native debug feature is a tool that can be used to identify the problem with the new flow. Native debug feature allows users to test a flow by running it with different input values and inspecting the output values at each element. Users can also see error messages and warnings that indicate where the flow failed or might fail.

References: https://help.salesforce.com/s/articleView?id=sf.flow_debug.htm&type=5

**Q147.** At universal Containers, users would like to be able to share Salesforce records with other members of their team, while collaborating around general topics as well.

Which are two considerations for enabling this functionality?

Choose 2 answers
* Collaboration groups are created automatically for every department.
* Object layouts should be configured to include the groups related list.
* The Add Record action must be configured in the group publisher.
* An administrator needs to create a group to enable record sharing

**Q148.** 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
* Custom Component
* Highlight Panel
* Action and Recommendations
* Component Visibility Filter
* Rich Text Area

Explanation

Two options that should be added to Lightning record pages to make sales reps aware when they are speaking with high-profile customers are:

Custom Component, which can display a custom message or icon on the record page based on certain criteria such as account rating or industry. For example, an administrator can create a custom Lightning Web Component that shows a star icon on account record pages if account rating is Hot or Warm.

Component Visibility Filter, which can control when a component is visible on a record page based on field values of that record. For example, an administrator can add a component visibility filter to an existing component such as Path or Highlights Panel that makes it visible only if account rating is Hot or Warm. Highlight Panel, Action and Recommendations, and Rich Text Area are not options that can be used to make sales reps aware when they are speaking with high-profile customers. References:

https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create_components https://help.salesforce.com/s/articleView?id=sf.dynamic_forms_component_visibility.htm&type=5

**Q149.** An administrator at Northern Trail Outfitters is unable to add a new user in salesforce.

What could cause this issue?
* The Username is not a corporate email address
* The username is less than 80 characters.
* The Username is a fake email address.
* The Username is already in use.
Explanation

One of the possible reasons why an administrator is unable to add a new user in Salesforce is that the username is already in use by another user in any Salesforce org. Usernames must be globally unique across all Salesforce orgs, so the administrator needs to choose a different username for the new user. References:

https://help.salesforce.com/s/articleView?id=sf.users_add.htm&type=5

**Q150.** Ursa Major classifies its accounts as Silver, Gold, or Platinum Level. When a new case is created for a Silver or Gold partner, it should to the Regular Support Queue. When an account is Platinum Level, it should automatically go to the Priority Support Queue.

What should the administrator use to achieve this?
* Assignment Rules
* Case Rules
* Workflow Rules
* Escalation Rules
Explanation

Assignment rules are tools that allow administrators to automatically route records to users or queues based on certain criteria. For example, an assignment rule can assign cases to different queues based on case priority, origin, type, or other fields. Assignment rules can be triggered when records are created manually, via email, web, or API. Assignment rules consist of multiple rule entries that define the criteria and actions for each assignment scenario. References:

https://help.salesforce.com/s/articleView?id=sf.customize_leadrules.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.customize_casesupport_assign.htm&type=5

**Q151.** DreamHouse Reality needs to use consistent picklist value on a category filed on accounts and cases, with value respective to record types.

Which two features should the administrator use to fulfill this requirement?

Choose 2 Answers
* Dependent Picklist
* Global Picklist
* Multi-Select Picklist
* Custom Picklist

**Q152.** 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
* Add a custom master-detail field for shoe designs on the Product object,
* Create a custom object for shoe designs.
* Use the standard object for designs.
* Configure a custom lookup field for shoe designs on the Product object.

**Q153.** Executives at Cloud Kicks have reported that their dashboards are showing inaccurate data. The administrator has discovered been changing the source reports.

Which two actions should the administrator take to preserve the integrity of the source reports?

Choose 2 answers
* Create a new report folder with viewer access.
* Move the dashboard to the user’s private folder.
* Move the dashboard reports to the view-only folder.
* Change the dashboard to be a dynamic dashboard

Explanation

Report folders are used to organize and secure reports in Salesforce. You can set different levels of access for different users or groups on each report folder. To preserve the integrity of the source reports for dashboards, you can create a new report folder with viewer access only and move the dashboard reports to that folder. This way, users can view the reports but not edit them.
References:

https://help.salesforce.com/s/articleView?id=sf.reports_folders.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.reports_dashboard_folder_access.htm&type=5

**Q154.** Ursa Major Solar provides a 1-year warranty on all of the panels it installs. Installation details, along with the warranty information, a captured on a custom object called Installation. The installation record is created by the installer from the mobile app. Customers son receive a longer warranty as a way of increasing customer satisfaction when an installation gets delayed or has issues.

How should the administrator configure Salesforce to capture the expiration date of the warranty?
* Use a formula as the default value of the warranty Expiration Date field.
* Create a formula field to display l year from the warranty purchased.
* Add a validation rule to ensure the Expiration Date field is populated.
* Include the warranty Expiration Date field on the mobile page layout.

Explanation

To capture the expiration date of warranty based on installation date and warranty length (1 year by default), the administrator should use a formula as the default value of Warranty Expiration Date field on Installation object. The formula can calculate one year from installation date using DATE function or DATEVALUE function. For example, DATE(YEAR(Installation_Date__c) + 1 , MONTH(Installation_Date__c) , DAY(Installation_Date__c)) will return one year from installation date. Creating a formula field, adding a validation rule, or including Warranty Expiration Date field on mobile page layout will not capture expiration date based on installation date and warranty length. References:

https://help.salesforce.com/s/articleView?id=sf.formula_using_date_datetime.htm&type=5

**Q155.** An administrator at Cloud Kicks is building a flow that needs to search for records that meet certain conditions and store values from those records in variable for use later in the flow.

What flow element should the administrator add?
* Assignment
* Get Records
* Create Records
* Update Records
Explanation

Get Records is a flow element that allows you to retrieve one or more records from an object that meet certain conditions and store them in a collection variable or a record variable for use later in the flow. You can also choose which fields from those records you want to store in variables. References:

https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_data_getrecords.htm&type=5

**Q156.** Cloud Kicks want to have consistency when communication with customers on cases. The company has requested messages to be sent in an email channel with categories to help search for the proper message.

Which Solution Should be administrator suggest to meet this requirement?
* Prebuilt Quick Texts
* Prebuilt Email Templates.
* Prebuilt Flow Templates.
* Prebuilt Auto-Responses.

**Q157.** An administrator at Cloud Kicks has a flow in production that is supposed to create new records.

However, no new records are being created.

What could the issue be?
* The flow is read only.
* The flow is inactive.
* The flow URL is deactivated.
* The flow trigger is missing.

**Q158.** What should an administrator use as an identifier when importing and updating records from a separate system?
* Rich Text field
* Record ID
* Auto-Number field
* External ID
Explanation

To use as an identifier when importing and updating records from a separate system, an administrator should use External ID field type on an object. External ID fields allow storing unique identifiers from external systems and using them for matching records during import or update operations. External ID fields can also be used for upsert operations that insert new records or update existing ones based on external ID values. For example, an administrator can create an External ID field on Account object that stores account numbers from an external ERP system and use it for importing or updating accounts from that system. Rich Text field, Record ID, and Auto-Number field are not suitable for using as identifiers when importing and updating records from a separate system. References:

https://help.salesforce.com/s/articleView?id=sf.fields_about_field_types.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.data_loader_upsert.htm&type=5

**Q159.** Which tool should an administrator use to identify and fix potential session vulnerabilities?
* Field History Tracking
* Setup Audit Trail
* Security Health Check
* Organization-Wide Defaults

**Q160.** Sales raps at Ursa Solar are having difficulty managing deals. The leadership team has asked the administrator to help sales reps prioritize and close more deals.

What should the administrator and close more deals.
* Einstein Lead Scoring
* Einstein Search Personalization
* Einstein Activity Capture
* Einstein Opportunity Scoring

**Q161.** Cloud Kicks has a custom object named shoe. The administrator has been asked to ensure that when a relationship is created between Account and shoe to prevent orphaned shoe records.

What should the administrator do to complete this requirement?
* Create an indirect lookup
* Create an encrypted lookup
* Create a hierarchical lookup
* Create a master-detail lookup.

Explanation

Master-detail lookup is a type of relationship field that can be used to create a relationship between Account and Shoe and prevent orphaned Shoe records. Master-detail lookup establishes a parent-child relationship between two objects, where the parent record controls certain behaviors of the child record, such as security, ownership, and deletion. If the parent record is deleted, all the child records are deleted as well. References:

https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

**Q162.** Cloud Kicks (CK) has new administrator who is asked to put together a memo detailing salesforce uses 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.
* Search for licenses types in setup.
* User Licenses Related List in Company information.
* User Management settings in setup.
* Usage based entitlement related list in company information.

Explanation

The User Licenses related list in Company Information shows the types of licenses that have been purchased for an org and how many are available or used. It also shows the expiration date of each license type if applicable. This information can help administrators plan for license purchases and manage user access.

Searching for license types in setup does not show how many licenses have been purchased or how many are available or used. User Management settings in setup does not show license information either, but rather settings related to user login, session, identity, etc. Usage-based entitlement related list in company information shows information about usage-based licenses such as API requests or sandboxes, but not user licenses. References:

https://help.salesforce.com/s/articleView?id=sf.users_understanding_license_types.htm&type=5

**Q163.** A sales rep at Ursa Major Solar has launched a series of networking events. They are hosting one event per month and want to be able to report on campaign ROI by month and series.

How should the administrator set up the Campaign to simplify reporting?
* Add different record types for the monthly event types.
* Create individual Campaigns that all have the same name.
* Configure campaign Member Statuses to record which event members attended.
* Use Campaign Hierarchy where the monthly events roll up to a parent Campaign

**Q164.** Customer service accesses articles with the Knowledge Lightning component on the Service Cloud Console.

Billing department users would like similar functionality on the case record without using the console.

How should the administrator configure this request?
* Add the knowledge component to the page layout.
* Add the Knowledge component list to the page layout.
* Add the Knowledge related list to the page layout.
* Add the knowledge related list to the record page

Explanation

The Knowledge Lightning component is a component that allows users to access articles from the Service Cloud Console app. However, if users want to access articles from a different app that does not use the console, they can use the Knowledge related list instead. The Knowledge related list shows articles related to a record based on data categories and shows article details such as title, summary, rating, and view count. To add the Knowledge related list to a record page, an administrator can use the page layout editor and drag and drop the Knowledge related list to the appropriate section on the page layout. References:

https://help.salesforce.com/s/articleView?id=sf.knowledge_lightning_component.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.knowledge_related_list.htm&type=5

**Q165.** Northern Trail Outfitters wants to know the average stage duration for all closed Opportunities.

How should an administrator support this request?
* Use process builder to capture the daily average on each opportunity.
* Add Formula Fields to track Stages on each Opportunity.
* Run the Opportunity Stage Duration report.
* Refresh weekly reporting snapshots for Closed Opportunities.

Explanation

The Opportunity Stage Duration report is a standard report that shows how long opportunities spend in each stage before they are closed. It can be used to measure the average stage duration for all closed opportunities by grouping and summarizing the data by stage name and duration fields. Using process builder to capture the daily average on each opportunity is not feasible because it would require creating multiple fields and formulas on the opportunity object and updating them every day. Adding formula fields to track stages on each opportunity is also not practical because it would require creating multiple fields and formulas on the opportunity object and maintaining them every time a stage changes. Refreshing weekly reporting snapshots for closed opportunities is not necessary because the report can run on real-time data without snapshots.

References:

https://help.salesforce.com/s/articleView?id=sf.reports_opportunity_stage_duration_report.htm&type=5