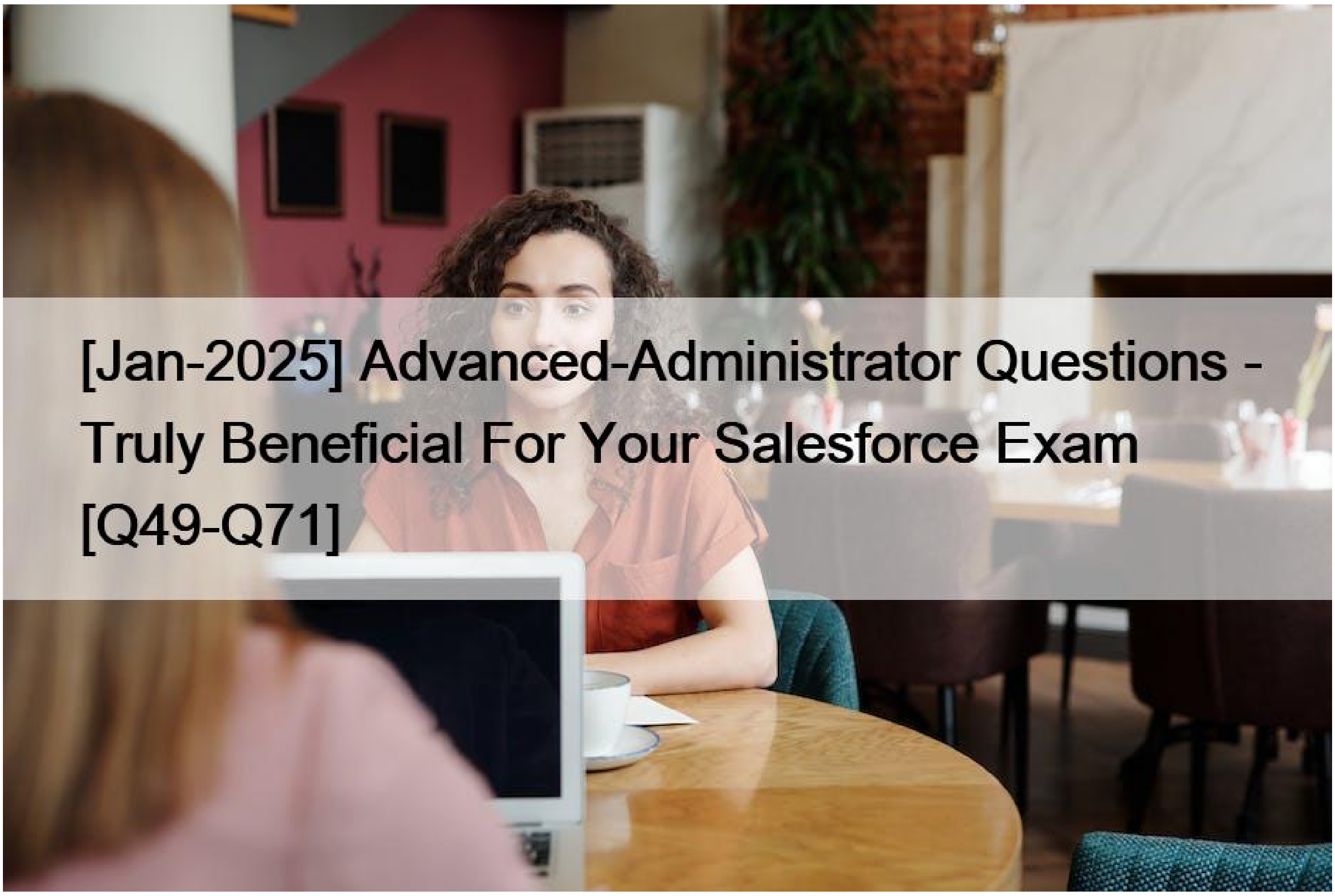
# [Jan-2025 Advanced-Administrator Questions - Truly Beneficial For Your Salesforce Exam [Q49-Q71




**[Jan-2025 Advanced-Administrator Questions - Truly Beneficial For Your Salesforce Exam Download Salesforce Advanced-Administrator Sample Questions Q49.** Which forecasting schedule type would you use if you wanted a benchmark of how much should be sold within a certain time frame? * (1 Point)

* Quota
* Pipeline
* Forecast

**Q50.** 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.

**Q51.** Administrator has been tasked with creating a new custom field on the Account object called Government Der.

The compliance department has determined that this field contains sensitive Information and needs to be encrypted using Classic Encryption.

How will this impact users when reading, editing, or reporting on Accounts?
* Encrypted fields are unable to be used the report criteria or list views filters.
* Users will need the View Encrypted Data permission to edit the field.
* Encrypted fields can be added to a list view and rule filters.
* Users with the View Encrypted Data permission can see the field, regardless of Field-Level Security.

**Q52.** How should an administrator accomplish this?
* Make record-triggered flows whenever Equipment records are created, modified or deleted.
* Write record-triggered ftews whenever Room records are related, modified, or deleted.
* Configure a ral-up summary field on Equipment.
* Create a roll-up summary field on Room.
Explanation

A roll-up summary field is a type of field that calculates values from related records and displays them on the parent record. A roll-up summary field can be used to count, sum, min, or max values from child records. You can create a roll-up summary field on an object that has a master-detail relationship with another object. In this case, you can create a roll-up summary field on Room that counts the number of Equipment records related to it. References:

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

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

**Q53.** Universal Containers wants to allow its customers to submit support requests across multiple channels. How can this be accomplished with Salesforce? Choose 2 answers
* Create a Live Agent chat button on the company website
* Enable the Service Cloud console app on the company website
* Enable Chatter Answers in the company’s Customer Community
* Expose the case feeds option on the company’s website

**Q54.** Which permission do you need to manage entitlements? Choose 2
* Customize Application”
* Customize Entitlement
* Manage Application
* Manage Entitlements

**Q55.** What tool would you use if you wanted to create a report that would compare results over time based on specific criteria?
* analytic snapshots
* custom report types (CRT)
* Standard Report
* Exception Report

**Q56.** Ursa Major Solar (UMS) wants to identify customers that need to install a new solar panel monitor system it recently released. UMS tracks the installed products as Asset records that art related to the Account. Sales management has asked the administrator to create a report for users.

What is the recommended method for the administrator to meet the requirement?

* Use PREVGROUPVAL() in Report Builder.
* Use Role Hierarchy filter to restrict related records.
* Use a Summary report with Bucket Columns.
* Use a Cross Filter with WITHOUT logic.

**Q57.** AW Computing has been advertising a new keyboard that was released at the beginning of the month. The sales team has an additional incentive to add the keyboards to every sale. The administrator already added the product to Salesforce but the reps are unable to select the product on the opportunity.

Which two options should an administrator check to ensure the product is available?

Choose 2 answers
* Confirm the correct price book is selected on the opportunity.
* Make sure the price book Is in the company currency.
* Ensure the product is associated with the correct price book.
* Verify the product has a start date entered.

Two options that the administrator should check to ensure the product is available are:

* Confirm the correct price book is selected on the opportunity. A price book is a list of products and their prices that can be added to an opportunity. An opportunity can have only one price book at a time, and

* the products that are available for selection depend on the price book that is chosen. Therefore, the administrator should check if the opportunity has the right price book that contains the new keyboard product.

* Ensure the product is associated with the correct price book. A product is a good or service that can be sold in Salesforce. A product can be associated with one or more price books, depending on how it is priced for different markets or segments. Therefore, the administrator should check if the new keyboard product is added to the appropriate price book that is used by the opportunity.

The other two options are incorrect because:

* Making custom fields does not affect the availability of products on an opportunity. Custom fields are used to store additional information or calculations on an object, but they do not determine which products can be selected from a price book.

* Turning on field tracking does not affect the availability of products on an opportunity. Field tracking is used to monitor changes to certain fields on an object and display them in a history related list, but it does not determine which products can be selected from a price book.

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

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

**Q58.** An administrator is receiving cases that users are getting logged out of Salesforce without notice.

What should the administrator do to address this issue?
* Deselect disable session timeout warning popup.
* Select force logout on session timeout.
* Remove the session timeout settings.
* Enable Remember me until logout.

Explanation

Deselecting disable session timeout warning popup enables a warning message to appear before a user’s session expires due to inactivity. This gives the user a chance to extend their session or save their work before being logged out. This can help prevent users from being logged out of Salesforce without notice

**Q59.** Universal Containers wants to create a Feedback___c custom object related to Account and ensure all feedback records are owned by the same user as the Account owner.

How should an administrator relate Feedback___c to Account?
* Create a hierarchical field on Feedback__c.
* Create a junction object between Account and Feedback__c.
* Create a master-detail field on Feedback__c.
* Create a lookup Account field and filter on Feedback__c.

**Q60.** The recruiting manager at Universal Containers has requested a new picklist value in the Type field on the Position object by the end of the week. If the administrator is unable to complete this request in the desired timeline, what type of access will allow the recruiting manager to make the changes in Salesforce?
* Modify All and View All access to the Position object
* Delegated administration to manage recruiting users
* Create, Read, Edit, and Delete access to the Position object
* Delegated administration over the Position object

**Q61.** What is the correct order of steps to follow when working with inbound change sets?
* Deploy, Validate, Monitor
* Validate, Deploy, Monitor
* Deploy, Monitor, Validate
* Monitor, Deploy, Validate

**Q62.** Which are key benefits in implementing Territory Management? Choose 3
* Multiple forecasts per user, based on territory membership
* Territory-based sales reports
* The ability to complement a public read/write sharing model on account records
* Territory dashboards
* The ability to use account criteria to expand a private sharing model

**Q63.** Ursa Major Solar has a junction object that connects Docs with Solar Panels. The administrator needs users to be able to see all the solar panels that a Dot is related to. Users already have access to the Bot and the Junction, but not the Solar Panel object.

What access docs the user need to be able to see the solar panel records?
* Read permission is required on both master records.
* Access permission Is not required on either master record.
* Create permission Is required on both master records.
* Read permission is required on at least are master record.

Explanation

To access a junction object record, a user needs to have at least read permission on one of its master records and on the junction object itself. If the user does not have access to either master record, they cannot access the junction object record. If the user has access to both master records, they can access the junction object record with the most permissive access level of either master record. References:

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

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

**Q64.** The sales team at Cloud Kicks is noticing that sales reps are misusing the new Screen Flow tool for data entry, since they are viewed the initial screen after clicking finish.

What should the administrator do to fix this?
* Use a lightning action to redirect the user
* Create a new flow to redirect the user when the other flow finishes.
* Add a trigger to redirect the user to a new page.
* Update the flow with a local redirect action.
A lightning action is a type of quick action that can invoke a Lightning component, a Visualforce page, or a URL. The administrator can use a lightning action to redirect the user to a different page after they finish the screen flow. This way, the user will not see the initial screen again and will not misuse the flow tool.

References:

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

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

**Q65.** The administrator at Cloud Kicks created a flow in a sandbox that walks service agents through the Return Merchandise Authorization creation process. The administrator deployed the flow to production with a Change Set. Users are unable to use the flow in production.

Which step should the administrator take?

Activate the flow administrator take?
* Activate the flow manually after deployment.
* Include the active and prior inactive flow version in the Change Set.
* Ensure there is an active flow version in the sandbox.
* Deployment the flow, with the Metadata API instead of Change Sets
Explanation

A flow is an automation tool that allows you to create processes that perform actions based on user input or record changes. A flow can be triggered by a user who launches it from a button, link, or Lightning page, or by the system when a record is created or updated. A flow has different versions that can be active or inactive. An active version is the one that runs when the flow is triggered, while an inactive version is the one that is saved but not running. When you deploy a flow to production with a change set, the flow version is deployed as inactive by default. This means that you need to activate the flow manually after deployment if you want it to run in production. References: https://help.salesforce.com/s/articleView?id=sf.flow_overview.htm&type=5

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

**Q66.** AW Computing has a new requirement from its security team where audit information relating to an account must be recorded in a new custom object called Audit. Audit records need to be preserved for 10 years and only accessible by the audit team.

What relationship should be used to relate the Audit object to the Account object?
* Master-Detail
* Lookup
* Many-To-Many

* Self
Explanation

A lookup relationship creates a link between two objects. The child object can have its own security settings and does not inherit them from the parent object. This is suitable for audit records that need to be preserved and accessed by a specific team. References:

https://trailhead.salesforce.com/en/content/learn/modules/data_modeling/relationships

**Q67.** DreamHouse Realty wants to notify an assigned agent when an appointment Is booked on a custom object for one of their listed homes along with the total number of appointments booked so far. The administrator has configured a Roll-up Summary for the number of appointments as well as a flow to detect the creation of a new appointment and send the information to the agent.

What consideration about process automation should the administrator be aware of to ensure the right Information is delivered?
* Only standard objects can be used with Roll-up Summary fields.
* Rows can only be triggered from the records created on standard objects.
* Roll-up Summary calculations will prevent a Mow from being triggered.
* Roll-up Summary calculations run after processes and workflows.
Roll-up Summary calculations are performed after processes and workflows are executed, which means that any changes made by processes or workflows will not be reflected in the roll-up summary field until after the transaction is committed. This could cause inaccurate or outdated information to be delivered to the agent if the flow relies on the roll-up summary field value.

**Q68.** The sales department has asked to limit access to the Amount field on the Opportunity to only tnose users. In the sales department and on the executtve team, Northern Trail Outfitters uses six custom profiles including Sales User. Marketing user, call Center user. Executive User Sales Manager user, ana call Center Manager user. Field level access is removed from three or the profiles In the sandbox.

What action should an administrator take to make sure this change is in production?
* Create a sandbox template and push it to production to reflect the update.
* Manually restrict access to this field for each profile via Setup Just like the sandbox.
* Deploy a change set from tht sandbox to prodUGBOffl including the Amount field with all the custom profiles.
* Process a change set with the profiles that should no longer have access to the field.
Explanation

A change set is a tool that allows you to send customizations from one Salesforce org to another. A change set can contain components such as objects, fields, profiles, permission sets, workflows, and more. You can use change sets to migrate changes from a sandbox org to a production org or between two sandbox orgs that are affiliated with the same production org. In this case, you can deploy a change set from the sandbox to production that includes the Amount field and all the custom profiles that need access to it. This way, you can update the field-level security settings for the field on each profile in one deployment. References:

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

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

**Q69.** Cloud Kicks has updated several profiles and created a new app in the sandbox. After testing, everything is working as expected. Which two options should the administrator use to migrate these changes to production from the sandbox?

Choose 2 answers
* Package deployment
* Change Data Capture
* Outbound Change Set

* Inbound Change Set
Explanation

Change sets are tools that allow administrators to move customizations such as fields, page layouts, profiles, permission sets, etc. from one Salesforce org to another. To use change sets, administrators need to establish a deployment connection between a source org (such as a sandbox) and a target org (such as production). Then, administrators can create an outbound change set in the source org that contains the components they want to deploy, and upload it to the target org. In the target org, administrators can view and validate the inbound change set before deploying it to their org. References:

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

**Q70.** AW Computing has a private sharing model for Its accounts, but a sales rep occasionally needs ass/stance from an engineer. What feature should be used to grant the engineer access to the necessary account, while maintaining the company’s data security?
* Permission Set
* Permission Set Group
* Account Teams
* Custom Profile

**Q71.** Cloud Kicks maintains Inventory in a legacy application. Management wants the information to also be available to view and report on in Saiesforce.

Which action should the administrator take to achieve this goal?
* Create an external object that maps to the inventory application.
* Import the data into a custom object when needed; delete after it is used.
* Build a Lightning component and use SFDX to connect to the inventory app.
* Upload an Excel spreadsheet with the data into the Files tab.
To make inventory data from a legacy application available in Salesforce, the administrator can create an external object that maps to the inventory application. An external object is similar to a custom object, except that it maps to data that’s stored outside your Salesforce organization. External objects enable users to view and report on external data in Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.

external_object_overview.htm&type=5

To be eligible for the Advanced-Administrator Exam, candidates must have already earned their Salesforce Administrator certification. They must also have a minimum of two years of experience working with Salesforce and have a deep understanding of the platform's advanced features and functionality. Advanced-Administrator exam consists of 60 multiple-choice questions that must be answered within 105 minutes. Candidates must pass the exam with a score of 65% or higher to earn their certification.

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