Salesforce

ADVANCED-ADMINISTRATOR Exam

Salesforce Certified Advanced Administrator

Questions & Answers
Demo

Version: 20.1

Question: 1

When a sales rep at Northern Trail tiers to submit a discount request on an opportunity they receive an error:
Which two consideration would cause this error?

A. This field updated is on a cross-object.
B. The approval process is assigned to a queue.
C. A validation rule prevents the field update
D. The approval assigned in the process is inactive

Answer: C, D

Explanation:

Question: 2

The sales team has requested that a new field be added to accounts called Current Customer. The default value will be No and will change "Yes" if any related opportunity is successfully closed as won.
What can an admin do to meet this requirement?

A. Configure current customer as a roll-up summary field that will recalculate whenever an opportunity is won
B. Use an Apex trigger on the Account object that sets the Current customer field when an opportunity is won.
C. Use a workflow rule on the Opportunity object that sets the current customer filed an opportunity is won.
D. Configure current customer as a text field and use an approval process to recalculate its value

Answer: B

Explanation:

Question: 3

The Marketing Manager has requested that a field be added to each account that displays the number of contacts associated with that account. The manager wants to use this field as part of an email marketing segmentation strategy. How can this requirement be met?

A. Create a custom field on the account. Use a workflow rule to update the field when contacts are added or deleted.

B. Create a custom field on the account. Use an Apex trigger to update the field when contacts are added or deleted.
C. Create a custom formula field on the account using the count() function to count the number of related contacts.
D. Create a roll-up summary field that counts the number of contacts and displays that count on the account.

Answer: D

Explanation:

Question: 4

What should an administrator consider when moving approval processes using a change set?

A. Change sets do not include the approval and rejection actions from the source organization
B. Custom fields on standard objects will need to be manually added in the target organization.
C. The Unique Name of the approval process is not allowed to be changed once deployed in the target organization.
D. Change Sets do not include the order of active approval processes from the source organization.

Answer: A

Explanation:

Question: 5

Universal Containers purchased Field Service Lightning Licenses in Production and wants to make these license available in an active development sandbox with the minimum development impact.
How should an administrator create these licenses in the sandbox?

A. Merge Production and the sandbox using a template.
B. Use the Match Production Licenses tool.
C. Refresh the sandbox from production.
D. Submit a Salesforce support case.

Answer: C

Explanation: