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Practice Materials & Tests

DEMO VERSION

Salesforce

ADX-211 Exam

Administer, Extend, and Automate Salesforce

Exam Latest Version: 33.5

Question 1. (Single Select)

The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.

How should the administrator meet this requirement?

A: Write a validation rule that checks if the fields are blank and require that one of them of completed in order to save the opportunity.
B: Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
C: Require the Sales Engineer and the Account Executive lookup fields on the page layout.
D: Assign a task to the owner if an opportunity is created without one of these fields filled out.

Correct Answer: A

Explanation:

A validation rule can enforce data quality by preventing users from saving records that do not meet certain criteria. In this case, the validation rule can check if both the Sales Engineer and the Account Executive lookup fields are blank, and display an error message if so. This way, the director of sales can ensure that every opportunity has either a sales engineer or an account executive assigned to the deal.
https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

Question 2. (Multi Select)

AW Computing wants to create a process to assign accounts to different salespeople based on the annual revenue…. of the company. The administrator has decided to create a flow.

Which two consideration should the administrator make sure to remember when creating the flow? Choose 2 answers

A: Use a Get Record component instead of hard coding record IDs.

B: The running user of a flow is the user that last saved the flow.
C: Update record elements should be placed outside the flow loop.
D: Update Record elements should be placed inside the flow loop.

Correct Answer: A, C

Explanation:

Using a Get Record component allows the flow to dynamically retrieve records based on criteria or record IDs without hard coding them. This makes the flow more flexible and maintainable. Updating record elements outside the flow loop prevents unnecessary DML operations and reduces the risk of hitting governor limits.

Question 3. (Single Select)

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?

A: Permission Set
B: Permission Set Group
C: Account Teams
D: Custom Profile

Correct Answer: C

Explanation:

Account teams are groups of users who work together on an account. Administrators can enable account teams and grant team members different levels of access to accounts and related records such as contacts, opportunities, and cases. By using account teams, Cloud Kicks can grant engineers access to the necessary accounts when they need assistance from them, while maintaining data security for other accounts that they do not need to access.
https://help.salesforce.com/s/articleView?id=sf.accountteam.htm&type=5

Question 4. (Single Select)

Ursa Major Solar allows its scientists to log new stars as they find them, but on occasion, they log the same star by mistake. The administrator wants scientists to be notified when a record is deleted and by whom, and to maintain their own discovery information.

What automation solution should be used to send the notification?

A: Heroku
B: Process Builder
C: Workflow Action
D: flow

Correct Answer: D

Explanation:

Flows are tools that automate business processes by collecting data and performing actions in your org or an external system. Flows can be triggered by various events such as record creation, updates, or invocations from other processes or flows. Flows can also send email alerts as part of their actions. To send a notification when a record is deleted and by whom, and to maintain their own discovery information, an administrator can use a flow that runs when a record is deleted, queries the record owner's email address and discovery information from another object or variable, and sends an email alert with those details.
https://help.salesforce.com/s/articleView?id=sf.flow_concepts.htm&type=5

Question 5. (Single Select)

The administrator at Cloud Kicks has been requested to provide access to the Leads object to a contractor. The contractor currently has a profile that has access to a project management app within Salesforce. The contractor should only have View access to all of the Lead records.

What should the administrator handle this request?

A: Assign a permission set that has View All on Leads.
B: Add an app with the Leads tab to the user's profile.
C: Assign the contractor a public group with Lead access.
D: Create a profile with Read Only for all Leads.

Correct Answer: A

Explanation:

Permission sets are collections of settings and permissions that give users access to various tools and functions without changing their profile or requiring multiple profiles for users who perform different tasks across apps in your org. By assigning a permission set that has View All on Leads to the contractor, Cloud Kicks can grant them view access to all lead records without modifying their profile or creating a new one.
https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5

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