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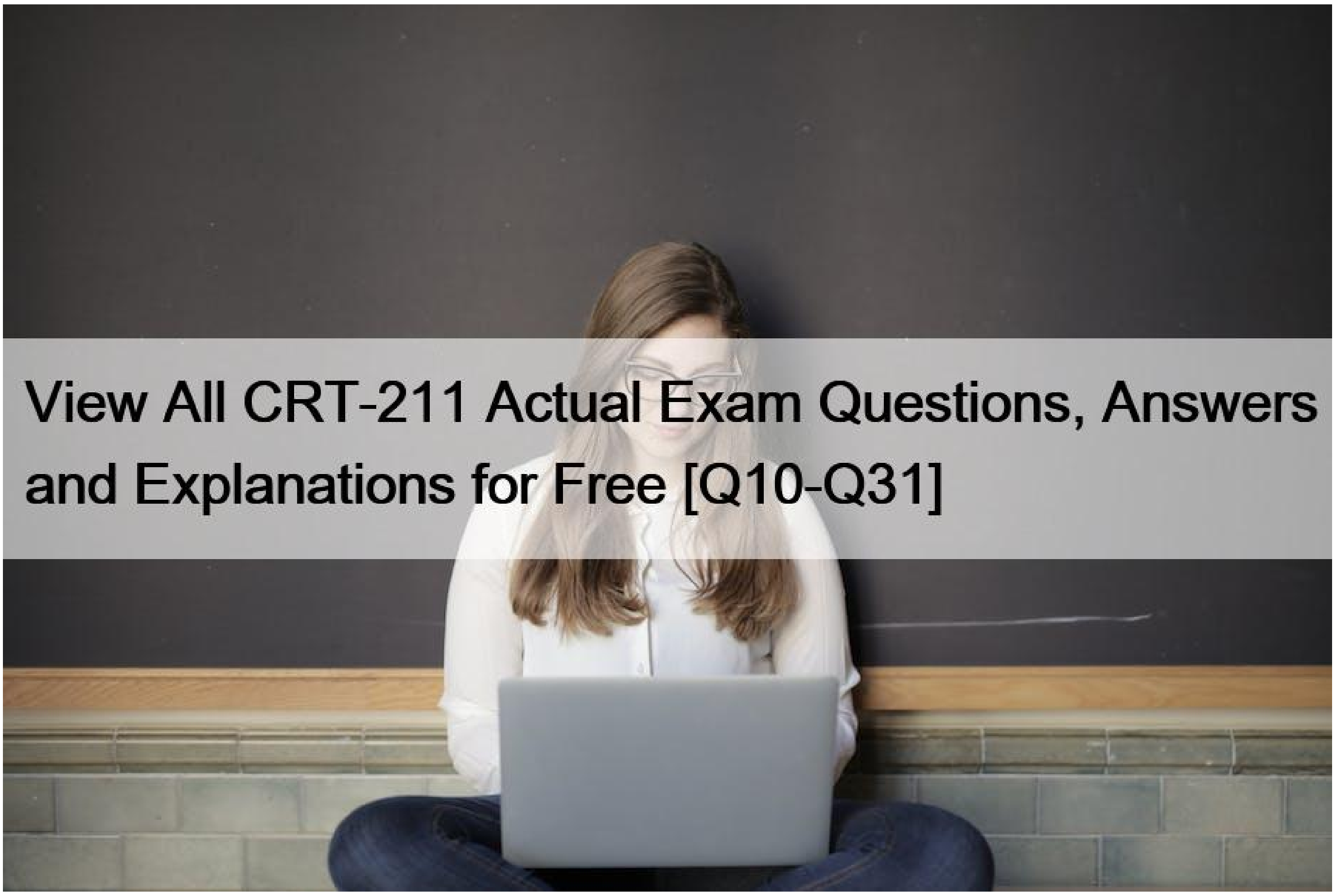

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NO.10 How should a Workflow issue be properly monitored and Debugged?
* Check the standard Debug Logs
* Add a new monitored user and check the Debug Logs
* Check the standard Workflow logs
* Check the Time Based Workflow Log

NO.11 Users report they are getting an Apex trigger error when they try to save a specific Account record. How could an administrator collect more information about the processing for that record?
* Enable debug Logging for the user.
* Activate debug logging for the Apex trigger.
* Review the Setup Audit Trail
* Create a Flow with a fault connector.

NO.12 Which three fields should be used as filter criteria? Choose 3 answers

* A phone field that provides the full phone number of the seller.
* A multi-select picklist field that designates features of the listing.
* A number field that designates the square footage of the listing.
* A formula field that calculates a price for the listing.
* A picklist field that designates the county of the listing.

A phone field that provides the full phone number of the seller, a number field that designates the square footage of the listing, and a picklist field that designates the county of the listing should be used as filter criteria because they are fields that can be used to narrow down the report results based on specific values or ranges. A multi-select picklist field that designates features of the listing and a formula field that calculates a price for the listing should not be used as filter criteria because they are fields that cannot be filtered on in reports. Reference: https://help.salesforce.com/s/articleView?id=sf.reports_filtering.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.reports_fields_unavailable.htm&type=5

NO.13 Ursa Major Solar offers customers annual service contracts. Account owners should receive an email renewal reminder l month before their customer’s planned expiration date. The administrator builds a flow to automate the process, which runs when a record is created, and tests several possible scenarios.

What win occur if the expiration date is changed from January 1 of the next year to yesterday?
* The flow is unable to run and a flow error message Is sent to the user who Initiates the flow.
* The Interview resumes 1 month before the original expiration date and will send the email at that rime.
* The Interview is rescheduled based on the expiration date and sends the email on the last day of the current month.
* The resume event is recalculated and the email goes out to the account owner immediately.

The resume event is recalculated and the email goes out to the account owner immediately because the flow uses a scheduled path that evaluates the expiration date field every time it changes. When the expiration date is changed to yesterday, the flow resumes immediately and executes the action of sending the email

NO.14 Analyze the number of open cases for each week this year (1)
* dashboard filter
* bucket field
* cross filter
* custom report type
* reporting snapshot
* PREVGROUPVAL function
* joined report

NO.15 Which of the following is true about the Salesforce Console for Sales? (Choose 3 answers)
* To assign Sales Console access permission, you must edit the user record.
* An add-on license is required for each user who needs to access the console.
* Edit user profiles to assign this license to a group of users.
* It is necessary to edit the user record to assign this license to a user.
* To activate the sales console, it is necessary to check the Sales Console permission checkbox in the appropriate permission set.

NO.16 Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently,usrrs have noted that their pages take a long time to load and it’s starting to negatively impact their experience.

What should the administrator do to help diagnose where improvements can be made?
* Check the debug logs found in the Environment section of Setup.
* Click Analyze from the Lightning App Builder toolbar.
* Review the debug logs from the Developer Console.
* Use the Apex debugger while loading a customer record.

The Analyze feature in the Lightning App Builder toolbar is a tool that helps you optimize the performance of your record pages by providing recommendations and insights on how to improve page load time and user experience. It can help you identify which fields and components are taking the most time to load and suggest ways to reduce their impact. You can also compare your page performance with other pages in your org or with Salesforce best practices. References:

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

NO.17 The administrator at Cloud Kicks has been asked to delete a large number of quote line items. The/ receive a

.csv fife with the record IDs to be deleted. The administrator uses Data Loader to delete them and selects Use Sulk APL When the job runs, every record shows an ‘entity Is deleted’ error In the error file that is created.

What is the reason for the error?
* The batch size selected was greater than the 200 record limit.
* Deleting with Data Loader can only be done In Batch API mode.
* One of the IDs in the batch referenced a record that was In the recycle bin.
* This Is the standard error message when records are deleted using Bulk API.

One of the IDs in the batch referenced a record that was in the recycle bin because deleting records with Bulk API does not delete records permanently but moves them to the recycle bin. Therefore, if a record ID in the batch matches an existing record ID in the recycle bin, an ‘entity is deleted’ error will occur.

NO.18 AW Computing has several service plans it offers with its laptops. Management wants the sales team to focus on bringing in new business and to have the creation of the renewal opportunity for the service plans happen automatically.

What approach should the administrator take to automate the renewal process7
* Configure a time-based workflow to send an email reminder to the sales rep when the service plan expires.
* Create a dynamic Lightning page with rich text to remind the rep to create a renewal opportunity when the opportunity is closed won.
* Create a validation rule to prevent the rep from closing the opportunity until a renewal is associated.
* Configure a flow that will create the renewal based on the closed-won date and opportunity line items.

NO.19 What can Delegated Administrators NOT do?
* Login as a specific user
* Manage custom objects
* Create users
* Create Profiles

NO.20 While reviewing the quarterly forecast, a manager notices the newest team member is missing in the forecast- After looking at a few the manager can see where the sales representative has closed six opportunities this month and has three additional opportunities m progress.

Where should the administrator start troubleshooting?
* Chide Allow Forecasting under general Information for user.
* Create a permission set with View All Forecasting permission.
* Verify the app the user is selecting and adjust tabs as needed.
* Assign View All Forecasting permission to the sales profile.

NO.21 The Sales Manager at Universal Containers would like a dashboard to view each of the sales representative’s opportunities, accounts, and related cases. What is a recommended solution?
* Create a dashboard and add filters for users, opportunities, accounts, and cases.

* Create a dynamic dashboard and add filters for opportunities, accounts and cases.
* Create a dynamic dashboard and insure the sales manager has the “View My Team’s Dashboard” permission.
* Create an individual dashboard for each sales representative with opportunity, account, and case components.

NO.22 What sums up to the Manager on both the Collaborative and Customizable Forecasting?
* Quota Amount
* Opportunity Amount
* Expected Revenue
* Product Quantity

NO.23 Cloud Kicks users report receiving an “Apex CPU time limit exceeded” error message when attempting to close certain opportunity records. This does not occur on every opportunity record change or for every user.

What is the recommended method for the administrator to identify the cause?
* Monitor with Login Forensics.
* Enable Debug Logging for users.
* Review the Setup Audit Trail.
* Set up Apex Exception Email alerts
Debug logs capture database operations, system processes, and errors that occur when executing a transaction or running unit tests. Debug logs can help identify the cause of Apex CPU time limit exceeded errors by showing the execution time of each Apex statement and trigger. Reference:
https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_debugging_debug_logs.htm

NO.24 Which Value rolls up the hierarchy to the manager for Collaborative Forecasts?
* Expected revenue
* Product quantity
* Quota amount
* Opportunity amount

NO.25 An administrator at AW Computing noticed that a custom field on the Contact object was changed from text to text area.

What tool should the administrator use to investigate this change?
* Developer Console
* Field History Tracking
* Debug Log
* View Setup Audit Trail

NO.26 An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members.

What should the administrator configure?
* Set organization-wide sharing for Account as Public Read Only.
* Create a Sharing Rule on the Account object for all members of the account services role to have Read/Write access.
* Update the profile Account object to Modify All.
* Enable Account Teams and grant Read record-level access to account team members for the Account object
Sharing rules are automatic exceptions to organization-wide sharing settings that grant additional access to records based on record ownership or criteria. By creating a sharing rule on the Account object for all members of the account services role to have Read/Write access, the administrator can allow users in that role to edit and change ownership of Accounts owned by any of their team members, regardless of the organization-wide sharing setting for Account. Reference:

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

NO.27 With Customizable Forecasting you can forecast any of the following dat a. Choose three answers.
* Amount
* Quantity
* Units of Product Family
* Units of Individual Products

NO.28 Admin wants to delete approval process that is no longer used by management. What makes admin not to complete this request. Choose 2
* Process is tied with email alert and field update
* Process is not locked
* Process has record associated
* Process is set to active

NO.29 A user with Delegated Administration cannot do which of the following for users accounts that she/he has delegated authority for (select all that apply):

Select one or more:
* Reset passwords.
* Change the profile for a user.
* Create default opportunity teams.
* Assign a profile with the “Modify all Data” permission.
* Unlock users.
* Modify a profile
* Set Quotas.

NO.30 Vice President is on Vacation and he needs to approve a big deal more than 250,000$. What should be configured.
* Enable Approval by Mobile
* Approval by Email
* Offline User
* Salesforce for Outlook

NO.31 An administrator created a new custom object. When trying to upload new records to the custom object using.

Date Loader, they are unable to see the new custom object in the list of available objects.

What should the administrator do to resolve the issue?
* Assign a permission set to give them access to the new object.
* Check the Field-Level Security of the new custom object’s Name field.
* Ensure Allow Sharing is checked on the custom object.
* Confirm the object us marked as deployed and not in development.

When creating a new custom object, administrators can choose to mark it as deployed or in development. If an object is marked as in development, it is not visible to users or available in tools such as Data Loader, even if they have access to it through their profile or permission set. To make the object available for data import, the administrator needs to mark it as deployed. References:

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

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