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# Question 1

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**Question Type:** MultipleChoice

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At Ursa Major Solar, several different planetary teams handle leads depending on which planet the lead is coming from. While most of the teams only need a few fields filled out to work the lead, the Jupiter team requires additional information to be filled out, such as which moon the lead is coming from. The administrator needs to automate which team is allocated the lead record based on the planet and ensure that every team has all of the information they need.

Which two features will satisfy these requirements?

Choose 2 answers

## Options:

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- A- Assignment Rules
- B- Validation Rules
- C- Matching Rules
- D- Workflow Rules

## Answer:

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A, B

## Explanation:

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Assignment rules and validation rules are two features that can satisfy these requirements:

Assignment rules are used to automatically assign leads or cases to users or queues based on certain criteria. In this case, an assignment rule can be used to assign leads to different planetary teams depending on which planet the lead is coming from.

Validation rules are used to validate the data entered by users and prevent records from being saved if they do not meet certain criteria. In this case, a validation rule can be used to ensure that every team has all of the information they need by making certain fields required or dependent on other fields.

The other two options are incorrect because:

Matching rules are used to identify duplicate records based on certain fields or fuzzy logic. They do not assign records or validate data.

Workflow rules are used to automate tasks or actions based on certain criteria. They do not assign records or validate data.

## Question 2

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**Question Type:** MultipleChoice

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On the Planet custom object, Ursa Major Solar's sales director wants only certain action buttons to appear depending on if a given planet is defined as gaseous.

Which Lightning component should the administrator define dynamic action buttons?

**Options:**

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- A- Record Detail
- B- Highlights Panel
- C- Activities
- D- Related Lists

**Answer:**

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B

**Explanation:**

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The Highlights Panel is a Lightning component that displays key information about a record at the top of the page. You can customize the Highlights Panel to show different actions based on the record type or other criteria. In this case, you can define dynamic action buttons for the Planet object that appear only if the gaseous field is true or false. This way, you can show different actions for different types of planets. Reference: [https://help.salesforce.com/s/articleView?id=sf.lex\\_page\\_layouts\\_highlights\\_panel.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.lex_page_layouts_highlights_panel.htm&type=5)  
[https://help.salesforce.com/s/articleView?id=sf.dynamic\\_actions\\_considerations.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.dynamic_actions_considerations.htm&type=5)

## Question 3

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### Question Type: MultipleChoice

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An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object.

What should the administrator consider about the order of execution for flows?

#### Options:

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- A- The flow type will determine the order of execution.
- B- The last created date of the flow will determine the order.
- C- The order of flow execution is unpredictable.
- D- The flows will execute in alphabetical order based on their names.

#### Answer:

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C

#### Explanation:

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When you have multiple record-triggered flows that are configured to run before the record is saved on the same object, the order of flow execution is unpredictable. This means that you cannot guarantee which flow will run first or last, or how they will affect each other's field updates. Therefore, you should avoid creating multiple before-save flows on the same object and instead consolidate them into one flow if possible. Reference: [https://help.salesforce.com/s/articleView?id=sf.flow\\_considerations\\_recordtriggered\\_before.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_considerations_recordtriggered_before.htm&type=5)

## Question 4

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**Question Type:** MultipleChoice

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Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently, users 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?

### Options:

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- A- Check the debug logs found in the Environment section of Setup.
- B- Click Analyze from the Lightning App Builder toolbar.
- C- Review the debug logs from the Developer Console.

**D-** Use the Apex debugger while loading a customer record.

**Answer:**

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B

**Explanation:**

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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. Reference:

[https://help.salesforce.com/s/articleView?id=sf.lightning\\_page\\_optimize.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.lightning_page_optimize.htm&type=5)

## Question 5

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**Question Type:** MultipleChoice

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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?

## Options:

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- A- Use a lightning action to redirect the user
- B- Create a new flow to redirect the user when the other flow finishes.
- C- Add a trigger to redirect the user to a new page.
- D- Update the flow with a local redirect action.

## Answer:

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A

## Explanation:

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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.

[https://help.salesforce.com/s/articleView?id=sf.lightning\\_component\\_actions.htm&type=5](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](https://help.salesforce.com/s/articleView?id=sf.flow_distribute_lex.htm&type=5)



## Question 6

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**Question Type:** MultipleChoice

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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 process?

### Options:

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

### Answer:

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D

### Explanation:

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To automate the renewal process for service plans, AW Computing should configure a flow that will create the renewal based on the closed-won date and opportunity line items. A flow is a tool that can automate complex business processes by executing logic, interacting with Salesforce database, calling Apex classes, and guiding users through screens. A flow can be triggered by various events, such as when an opportunity is closed won. Reference: [https://help.salesforce.com/s/articleView?id=sf.flow\\_overview.htm&type=](https://help.salesforce.com/s/articleView?id=sf.flow_overview.htm&type=)

## Question 7

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**Question Type: MultipleChoice**

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A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.

### Options:

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- A- Who will be able to edit this new contact record?
- B- Users above the sales manager in the role hierarchy
- C- All users in the organization
- D- The owner and users below the owner in the role hierarchy

**E-** Sales manager and system administrator

**Answer:**

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E

**Explanation:**

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The sales manager and system administrator will be able to edit this new contact record because they are either the owner or have Modify All Data permission respectively. Users above or below the sales manager in the role hierarchy will not be able to edit this contact record because contacts are controlled by parent and accounts are set to Public Read Only. All users in the organization will be able to view but not edit this contact record because accounts are set to Public Read Only. Reference: [https://help.salesforce.com/s/articleView?id=sf.admin\\_sharing.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.admin_sharing.htm&type=5)

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