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# Question 1

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**Question Type:** MultipleChoice

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An administrator needs to create a one-to-many relationship between two objects with limited access to child records.

What type of field should the administrator use?

## Options:

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- A- Roll-up summary
- B- Master-detail field
- C- Cross Object formula
- D- Lookup field

## Answer:

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D

## Explanation:

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A lookup field is a type of field that creates a relationship between two objects and allows users to select a record from one object as a value for another object. A lookup relationship creates a one-to-many relationship between two objects, where each parent record can have many child records but each child record can have only one parent record. A lookup relationship also allows limited access to child records, meaning that users can see only those child records that they have access to based on their profile permissions and sharing settings. Reference: [https://help.salesforce.com/s/articleView?id=sf.relationships\\_lookup.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5)

## Question 2

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### Question Type: MultipleChoice

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The administrator at Cloud Kicks deleted a custom field but realized there is a business unit that still uses the field.

What should an administrator take into consideration when undeleting the field?

### Options:

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- A- The field needs to be re-added to reports.
- B- The field history will remain deleted.

**C-** The field needs to be restored from the recycle bin.

**D-** The field needs to be re-added to page Layouts.

**Answer:**

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B

**Explanation:**

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When an administrator deletes a custom field, Salesforce moves it to the deleted fields list for 15 days, during which time it can be undeleted or erased permanently. If the administrator undeletes the field within 15 days, most of its properties and data are restored, except for its field history data, which remains deleted and cannot be recovered. Reference:

[https://help.salesforce.com/s/articleView?id=sf.custom\\_field\\_delete.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.custom_field_delete.htm&type=5)

## Question 3

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**Question Type:** MultipleChoice

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The DreamHouse Realty team has a master-detail relationship set up with open house as the parent object and visitors as the child object.

What type of field should the administrator add to the open house object to track number of visitors?

**Options:**

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- A- Roll-up Summary.
- B- Multi-select Picklist
- C- Cross-object formula field
- D- Indirect lookup

**Answer:**

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A

**Explanation:**

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A roll-up summary field is a type of field that calculates values from related records, such as the count of child records or the sum of a field on child records. In this case, the administrator can add a roll-up summary field to the open house object to track the number of visitors by counting the child records on the visitors object. Reference:

[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_about_roll_up_summary_fields.htm&type=5)

## Question 4

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**Question Type:** MultipleChoice

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An administrator at Northern Trail Outfitters is unable to add a new user in salesforce.

What could cause this issue?

### Options:

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- A- The Username is not a corporate email address
- B- The username is less than 80 characters.
- C- The Username is a fake email address.
- D- The Username is already in use.

### Answer:

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D

### Explanation:

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One of the possible reasons why an administrator is unable to add a new user in Salesforce is that the username is already in use by another user in any Salesforce org. Usernames must be globally unique across all Salesforce orgs, so the administrator needs to choose

a different username for the new user. Reference: [https://help.salesforce.com/s/articleView?id=sf.users\\_add.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.users_add.htm&type=5)

## Question 5

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**Question Type:** MultipleChoice

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The administrator at cloud kicks has been told that users are unable to add repeating tasks in salesforce.

Which two solutions the administrator use to ensure users are able to do this?

Choose 2 Answers

### **Options:**

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- A-** Enable creation of Recurring Tasks in Activity Settings
- B-** Disable shares Activities.
- C-** Add create Recurring series of Tasks field on Page Layouts
- D-** Turn on Task Notifications service.

**Answer:**

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A, C

**Explanation:**

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To enable users to add repeating tasks in Salesforce, the administrator needs to do two things: first, enable the creation of recurring tasks in activity settings under setup; second, add the create recurring series of tasks field on the page layouts for tasks. This will allow users to create a series of tasks that repeat based on a specified frequency and end date. Reference:

[https://help.salesforce.com/s/articleView?id=sf.tasks\\_repeating.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.tasks_repeating.htm&type=5)

## Question 6

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**Question Type: MultipleChoice**

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Cloud Kicks executives have noticed the opportunity Expected revenue Field displays

incorrect values.

How Should the administrator correct this?

### Options:

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- A- Update the expected revenue associated with the stage.
- B- Adjust the forecast category associated with the stage.
- C- Modify the closed won value associated with the stage.
- D- Change the probability associated with the stage.

### Answer:

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D

### Explanation:

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Expected revenue is calculated as Amount x Probability. If the expected revenue field displays incorrect values, it means that the probability associated with the stage is not accurate. The administrator should change the probability to reflect the actual likelihood of closing the opportunity at that stage. Reference:

[https://help.salesforce.com/s/articleView?id=sf.forecasts3\\_expected\\_revenue.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.forecasts3_expected_revenue.htm&type=5)

## Question 7

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**Question Type:** MultipleChoice

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The administrator at cloud kicks is trying to debug a screen flow that create contacts. One of the variables in the flow is missing on the debug screen.

What could cause this issue?

### Options:

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- A- The available for input checkbox was unchecked.
- B- The flow is an inactive version
- C- The field type is unsupported by debugging.
- D- The available for output checkbox was unchecked.

### Answer:

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A

### Explanation:

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To debug a screen flow that creates contacts, one of the possible causes for a variable missing on the debug screen is that the available for input checkbox was unchecked for that variable. This means that variable cannot be set by external sources such as debug inputs or URL parameters. To fix this issue, check this checkbox for any variable that needs to be set externally. The flow version or field type does not affect variable availability for input. The available for output checkbox only affects whether variables can be passed out of flows

or subflows. Reference: [https://help.salesforce.com/s/articleView?id=sf.flow\\_ref\\_variables.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_ref_variables.htm&type=5)  
[https://help.salesforce.com/s/articleView?id=sf.flow\\_debugging.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_debugging.htm&type=5)

## Question 8

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### Question Type: MultipleChoice

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The administrator at universal containers has a screen flow that helps users create new leads.

When lead source is "Search Engine", the administrator needs to require the user to choose a specific a search engine from a picklist. If lead source is not "Search Engine", this picklist should be hidden.

How should the administrator complete this requirement?

### Options:

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- A-** Assign a decision element to direct the user to a second screen to hold specific search engine only when a lead source is "Search Engine".
- B-** Use an assignment element, one for when lead source is "Search Engine" and one for everything else.

**C-** Create a picklist for specific search engine, and set conditional visibility so that is only shown when lead source is "Search Engine".

**D-** Configure a picklist for specific search engine, and use a validation rule to conditionally show only when lead source is "Search Engine"

**Answer:**

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C

**Explanation:**

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To require users to choose a specific search engine from a picklist when lead source is "Search Engine", and hide it otherwise, the administrator should create a picklist for specific search engine on the same screen as lead source, and set conditional visibility so that it is only shown when lead source is "Search Engine". This will make sure that users see only relevant fields based on their input. A decision element will create an extra screen that may disrupt user experience. An assignment element will not affect field visibility. A validation rule will not hide fields but only show errors when values are invalid. Reference:

[https://help.salesforce.com/s/articleView?id=sf.flow\\_ref\\_elements\\_screen\\_components\\_picklist.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_screen_components_picklist.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.flow\\_ref\\_elements\\_screen\\_components\\_conditional\\_visibility.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_screen_components_conditional_visibility.htm&type=5)

## Question 9

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**Question Type:** MultipleChoice

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Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.

How should the administrator deliver this requirement?

### Options:

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- A-** An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.
- B-** An autolaunched flow on the account page that updates all open orders shipping addresses whenever the account shipping addresses changes.
- C-** A screen flow on the order page that lets the reps choose the updated account shipping address in all open associated orders
- D-** A screen flow on the account page that lets the reps choose the updated account shipping address in all open associated orders

### Answer:

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D

## **Explanation:**

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To update the shipping address on selected orders associated with an account when the shipping address is changed on the account, the administrator should create a screen flow on the account page that lets the reps choose which orders they want to update with the new address. This will give them more control and flexibility over which orders are affected by the change. An autolaunched flow on either object will not allow reps to select specific orders, and may cause unwanted updates or errors. A screen flow on the order page will not be able to update multiple orders at once. Reference:

[https://help.salesforce.com/s/articleView?id=sf.flow\\_build\\_screen.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_build_screen.htm&type=5)

## **Question 10**

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### **Question Type: MultipleChoice**

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Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity.

Which tool should an administrator use to meet the requirement?

## **Options:**

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- A- Dynamic forms
- B- Path key fields
- C- Opportunity processes
- D- Workflow rules

**Answer:**

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B

**Explanation:**

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To surface important values based on the stage of the opportunity, the administrator should use path key fields that display fields relevant to each stage along with guidance for success. Path key fields can be customized for each stage and can help users focus on key information and actions as they move opportunities through the sales process. Dynamic forms, opportunity processes, and workflow rules are not designed to show values based on stages. Reference:

[https://help.salesforce.com/s/articleView?id=sf.path\\_key\\_fields.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.path_key_fields.htm&type=5)

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