# Free Questions for TVB-201 by certsinside

## Shared by Dominguez on 22-07-2024

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# Question 1

Sales raps at Ursa Solar are having difficulty managing deals. The leadership team has asked

the administrator to help sales reps prioritize and close more deals.

What should the administrator and close more deals.

## Options:

**A-** Einstein Lead Scoring

**B-** Einstein Search Personalization

**C-** Einstein Activity Capture

**D-** Einstein Opportunity Scoring

## Answer:

D

## Explanation:

Einstein Opportunity Scoring is a feature that helps sales reps prioritize and close more deals by assigning each opportunity a score from 1 to 99 based on how likely it is to be won. The score is calculated using artificial intelligence and machine learning based on historical data and patterns from similar opportunities. Sales reps can use the score to focus on high-value opportunities and take actions to improve low-scoring ones. Reference: https://help.salesforce.com/s/articleView?id=sf.einstein_sales_oppty_scoring.htm&type=5

# Question 2

**Question Type: MultipleChoice**

The administrator at Ursa Major Solar has created a custom report type and built a report for

sales operation team. However, none of the user are able to access the report.

Which two options could cause this issue?

Choose 2 Answers

## Options:

**A-** The custom report type is in development.

**B-** The user's profile is missing view access.

**C-** The org has reached its limit of custom report types.

**D-** The report is saved in a private folder

## Answer:

A, D

## Explanation:

There are two possible reasons why users are unable to access a report based on a custom report type created by an administrator. One is that the custom report type is in development mode, which means that it is not deployed and available for use by other users except for administrators and users with manage custom report types permission. The other is that the report is saved in a private folder, which means that it is visible only to its owner and not shared with other users or groups. Reference: https://help.salesforce.com/s/articleView?id=sf.reports_builder_custom_report_types.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.reports_builder_folders.htm&type=5

# Question 3

**Question Type:** **MultipleChoice**

Northern trail Outfitter wants to use contract hierarchy in its or to display contact association.

What should the administrator take into consideration regarding the contact hierarchy?

## Options:

**A-** Contacts displays in the contact hierarchy are limited to record-level access by User.

**B-** Contact Hierarchy is limited to only 3,000 contacts at one time.

**C-** Customizing hierarchy columns changes the recently viewed Contacts list view.

**D-** Sharing setting are ignored by contacts displayed in the Contact Hierarchy.

## Answer:

A

## Explanation:

The contact hierarchy is a feature that allows users to view contacts related to an account in a hierarchical tree structure based on their role or position within the account. The contact hierarchy respects record-level access by user, meaning that users can see only those contacts that they have access to based on their profile permissions and sharing settings. The other options are incorrect because contact hierarchy is not limited to 3,000 contacts at one time (it can display up to 5,000 contacts), customizing hierarchy columns does not change the recently viewed contacts list view (it only affects how contacts are displayed in the hierarchy), and sharing settings are not ignored by contacts displayed in the contact hierarchy (they determine which contacts are visible to users). Reference:

# Question 4

**Question Type:** **MultipleChoice**

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:

**A-** Roll-up summary

**B-** Master-detail field

**C-** Cross Object formula

**D-** Lookup field

**Answer:**

D

**Explanation:**

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

# Question 5

**Question Type:** MultipleChoice

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:

**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:

B

## Explanation:

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

# Question 6

**Question Type:** **MultipleChoice**

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:

**A-** Roll-up Summary.

**B-** Multi-select Picklist

**C-** Cross-object formula field

**D-** Indirect lookup

## Answer:

A

## Explanation:

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

# Question 7

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

What could cause this issue?

## Options:

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:

D

**Explanation:**

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

# Question 8

**Question Type:** **MultipleChoice**

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:**

**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:

A, C

## Explanation:

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

# Question 9

**Question Type:** **MultipleChoice**

Cloud Kicks executives have noticed the opportunity Expected revenue Field displays

incorrect values.

How Should the administrator correct this?

## Options:

**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:

D

## Explanation:

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

# Question 10

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:

**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:

A

## Explanation:

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_debugging.htm&type=5