Free Questions for ADX-211

Shared by Randolph on 04-10-2024

Question 1

Question Type: **MultipleChoice**

The Service team at Cloud Kicks needs a way to show the current status from the Account on the Case. This value should be on the page and is used in validation rules.

What should the administrator recommend to solve this?

Options:

A- Create a cross-object formula.

B- Use a picklist field.

C- Make a Rollup Summary.

D- Add a lookup field to Account.

Answer:

A

Explanation:

A cross-object formula is a formula that references fields from related objects. The administrator can create a cross-object formula field on the Case object that displays the current status from the Account. This field can be used in validation rules and other processes. Reference: https://help.salesforce.com/s/articleView?id=sf.tips_on_building_formulas_cross_object_formulas.htm&type=5

Question 2

Question Type: **MultipleChoice**

An administrator is creating a custom Opportunity record page for Sales users for new logo opportunities. They need to control what fields display on the record when a sales user is viewing the opportunity.

Where should the administrator edit what fields display in the details of the record page?

Options:

A- Record Detail Component

B- Custom Lightning Component

C- Record Types

D- Page Layout

Answer:

D

Explanation:

The fields that display in the details of the record page are controlled by the page layout assigned to the user's profile and record type. The administrator can edit the page layout to add, remove, or reorder fields on the record page. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_layouts.htm&type=5

Question 3

Question Type: MultipleChoice

Ursa Major Solar's administrator has configured multiple record-triggered flows to run before or after the record is saved on the Account object.

What should the administrator consider when a record-triggered flow executes first?

Options:

A- Assign the highest priority to the record-triggered flow which should execute first.

B- The flow with the longest execution time will execute first.

C- The flow with the shortest execution time will execute first.

D- The order in which those flows are executed is not guaranteed.

Answer:

D

Explanation:

The order in which record-triggered flows are executed is not guaranteed. If there are multiple record-triggered flows on the same object and trigger type, Salesforce does not guarantee which one runs first. Therefore, the administrator should consider this when designing record-triggered flows that depend on each other's outcomes. Reference:
https://help.salesforce.com/s/articleView?id=sf.flow_concepts_trigger_order.htm&type=5

Question 4

Question Type: MultipleChoice

Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.

Which two options will CK need to use to manage its customers' accounts?

Choose 2 answers

Options:

A- Contacts to Multiple Accounts

B- Leads

C- Person Accounts

D- Campaign Members

Answer:

A, C

Explanation:

To manage both B2C and B2B customers, CK should use Person Accounts and Contacts to Multiple Accounts features. Person Accounts allow CK to store information about individual consumers without requiring a separate account record. Contacts to Multiple Accounts allow CK to associate a contact with multiple accounts, such as their employer and their personal account. Reference: https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5

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

Question 5

Question Type: **MultipleChoice**

Cloud Kicks (CK) wants the forecast numbers to be shown by territory regardless of who owns the record. CK also wants a way to forecast based on role hierarchy.

Which three options should an administrator recommend?

Choose 3 answers

Options:

A- Have the user select the forecast type listed under the Forecast Type in the Display Settings.

B- Enable Territory Forecast.

C- Make a custom field to track the amounts for Territory and Hierarchy Forecast.

D- Modify the Territory Forecast to match the Hierarchy Forecast model.

E- Enable Role Hierarchy Forecast.

Answer:

B, D, E

Explanation:

To show forecast numbers by territory regardless of who owns the record, CK should enable Territory Forecast. To forecast based on role hierarchy, CK should enable Role Hierarchy Forecast. To match the Territory Forecast to the Hierarchy Forecast model, CK should modify the Territory Forecast accordingly. Reference:
https://help.salesforce.com/s/articleView?id=sf.forecasts3_territory_forecasts.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.forecasts3_enable.htm&type=5

Question 6

Question Type: MultipleChoice

Ursa Major Solar uses the custom object Product Development to track Ideas R&D is wording on. A former administrator added the custom object Potential Name with a lookup to Product Development to allow R&D to track names under consideration for those product. The R&D manager recently ran a record and noticed several potential names where the relationship to the Product Development record was missing. The current administrator needs to change this relationship to master detail to ensure a potential name only exists when there is product development.

Which two options are available for altering the existing Potential Name records for the deployment of this change to be successful?

Choose 2 answers

Options:

A- Move any Potential Name records with blank lookup fields to the recycle bin.

B- Assign any Potential Name records with blank lookup fields to an existing record from Product Development.

C- Remove any existing data in the lookup field n Potential Name records

D- Remove the lookup field from the page layout so the data is maintained without changes.

Answer:

A, B

Explanation:

Move any Potential Name records with blank lookup fields to the recycle bin or assign any Potential Name records with blank lookup fields to an existing record from Product Development are two options available for altering the existing Potential Name records for the deployment of this change to be successful. Changing a lookup relationship to a master-detail relationship requires that all child records have a parent record. Therefore, any Potential Name records that have blank lookup fields to Product Development need to be either deleted or assigned to a valid Product Development record before changing the relationship type

Question 7

Question Type: MultipleChoice

Cloud Kicks has o custom object called Membership Details that records information about customers' preferences for their memberships. Depending, on the membership level, different data needs to be displayed.

* when cue running user has the Market no profile, all data should be visible.

* When the running user has the Support profile, only the Support preference fields should be visible.

* Both Marketing and Support users should be able to report on all data.

How should the administrator deliver this solution?

Options:

A- Create two record types und two page layouts.

B- Set up Dynamic forms to conditionally show data.

C- Make a permission set with a Muting permission.

D- Use Field-Level Security to control data access.

Answer:

B

Explanation:

Use Field-Level Security to control data access is how the administrator should deliver this solution. Field-Level Security is a way to restrict users' access to view or edit specific fields on an object based on their profile or permission set. Field-Level Security can be used to make fields visible or hidden, and editable or read-only for different users. By using Field-Level Security, the administrator can ensure that only Marketing users can see all data on the Membership Details object, while Support users can only see the Support preference fields.