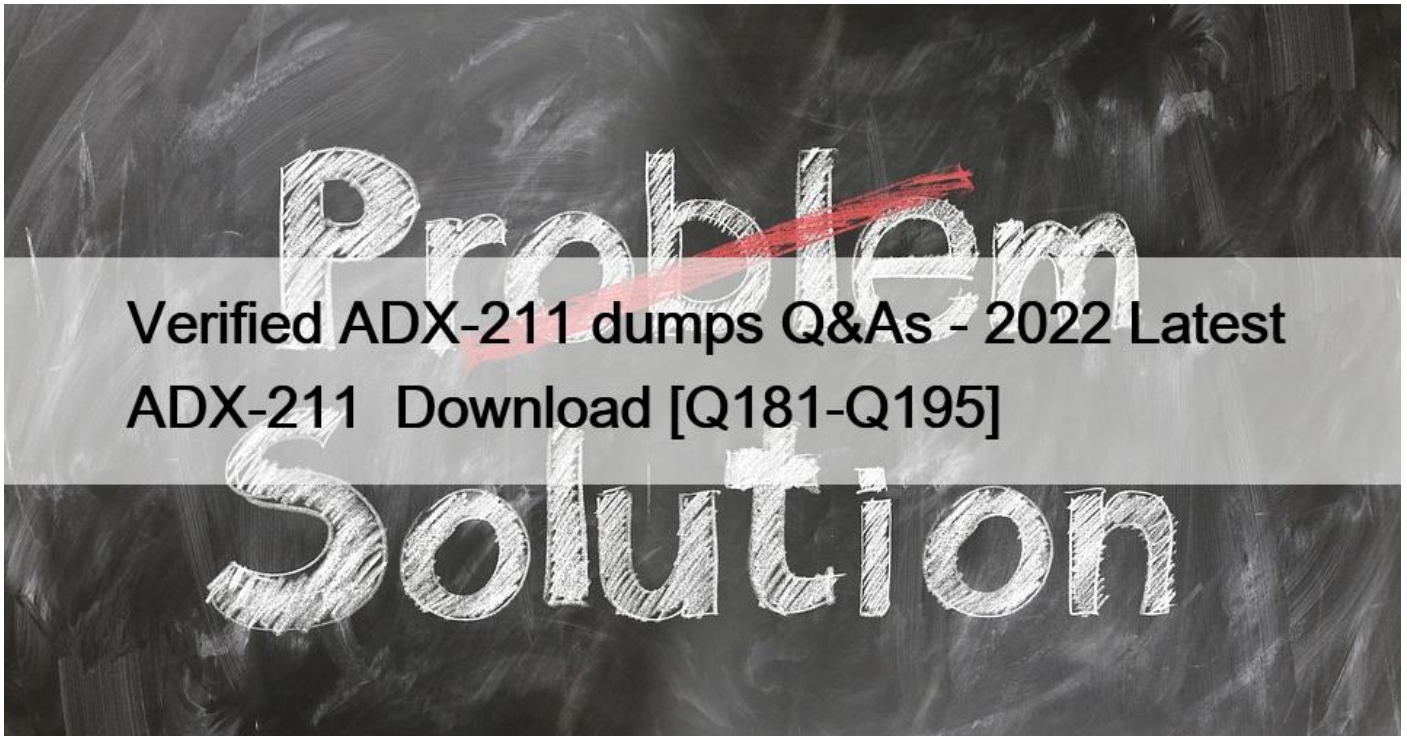


Verified ADX-211 dumps Q&As - 2022 Latest ADX-211 Download [Q181-Q195]



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Salesforce ADX-211 Exam Syllabus Topics:

TopicDetailsTopic 1- Build Exception Reports with Cross Filters- Build Custom Objects, Tabs, and AppsTopic 2- Create Relationships Between Objects- Use Delegated AdministrationTopic 3- Display Multiple Views of Data Using Joined Reports- Record Access and Field VisibilityTopic 4- Prevent Duplicate Records Using Duplicate Management- Create Object-Specific Quick ActionsTopic 5- Categorize Report Data with Bucketing- Understand When to Use Apex and Visualforce for Extending Business Process AutomationTopic 6- Extend Summaries in Reports and Dashboards- Deploy Changes Using Change SetsTopic 7- Use Debug Logs to Troubleshoot Business Process Issues- Understand the Impact of Territory Management on the Sharing ModelTopic 8- Understand Use Cases for Visual Workflow- Troubleshoot Approval Processes

NO.181 Cloud Kicks (CK) has recently decided to use Collaborative Forecasting to optimize the accuracy and efficiency of its sales cycle. The CK sales operation manager wants to enable supervisors and their subordinates to make changes to any forecast amounts that inaccurately reflect their current pipeline.

Which two settings should be enabled to meet this requirement?

Choose 2 answers

- * Revenue adjustments

- * Payout adjustments
- * Manager adjustments
- * Owner adjustments

NO.182 Which feature license is required to use Content? * (1 Point)

- * Salesforce CRM Content User
- * Salesforce CRM Content Contributor
- * Salesforce CRM Content Creator
- * Salesforce CRM Content Manager

NO.183 North Trail Outfitters want to automate the assignment of territories to opportunities.

Which two features are needed to meet this requirement.

- * Enable opportunity owner-based sharing
- * Create an Apex Class
- * Create Assignment Rules
- * Enable filter-based Opportunity Territory Assignment

NO.184 What is true about Salesforce Communities? Choose two answers. * (1 Point)

- * Ideas tab is used by community users to submit, like and promote Ideas
- * Communities can only be used by internal salesforce users
- * Reputation level is the same across all communities
- * Crowd-sourced Knowledge is accessible in Q&A tab

NO.185 An administrator at Cloud Kicks has been asked to clean up old approval delete.

Which two things could prevent the process from being deleted?

Choose 2 answers

- * The process is marked as inactive.
- * There is a report in the Administrative & Reports folder.
- * The process is marked as active.
- * There are pending approval requests in the Recycle Bin.

NO.186 A user is trying to add a product to an opportunity and wants to select a price book to reflect the correct price for the customer. They are sure they have access to several different price books but the option to choose which one is missing.

What should an administrator do to resolve the issue?

- * Add the Choose Price Book button on the Detail section of the Product layout.
- * Add the Choose Price Book button on the Product Related List of the Opportunity layout.
- * Add the Choose Price Book button on the Lightning page.
- * Add the Choose Price Book button on the Detail section of the Opportunity layout.

NO.187 Universal Containers wants customers who buy the Freight Container product to be billed in monthly installments. How should an administrator meet this requirement?

- * Create custom fields on the product.
- * Create a default revenue schedule on the product.
- * Create a workflow rule on the product.
- * Create a default quantity schedule on the product

NO.188 A change set has already been uploaded but changes need to be made to its contents.

what is a best practice for adding these changes?

- * Edit existing change set, add needed changes, upload again.
- * Delete existing change set, add changes to new change set, upload change set
- * clone the change set, add needed change set and upload again.
- * Manually make changes in change set destination org.

NO.189 An administrator notices that there are two account records in the system with the same name. A contact record with the same name is associated with each account.

Which set of steps should be taken to merge these accounts using the Salesforce merge feature?

- * Merge the duplicate accounts and the duplicate contacts will be merged automatically.
- * Merge the duplicate accounts and check the box that optionally merges the duplicate contacts.
- * Merge the duplicate contacts and then merge the duplicate accounts.
- * Merge the duplicate accounts and then merge the duplicate contacts.

NO.190 An administrator has uploaded a change set from a sandbox to a production organization and would like to add a missing component to the change set before deployment.

What option does the administrator have to modify the change set? Choose 2 answers.

- * Edit the change set in the sandbox environment and upload it to production.
- * Clone the change set in the sandbox environment, add the component and upload it to production
- * Create a new change set in the sandbox environment, add all the required components and upload it to production
- * Edit the change set in production, add the component, and use the redeploy option.

NO.191 Which of the following features is NOT unique to Salesforce Knowledge? * (1 Point)

- * Article Types
- * Categories
- * Synonym Search
- * Custom Page Layouts

NO.192 A user accidentally created a duplicate opportunity and is unable to delete the duplicate record.

What should an administrator do to troubleshoot this issue?

- * Run a report of all opportunities to identify other possible duplicates.
- * Check the user profile permissions on the Opportunity object to see if they have permission to delete.
- * Advise the user to mark the duplicate opportunity Closed Lost and keep it in the system.
- * Change the user's profile to System Administrator so they have full permissions to delete object records.

NO.193 Universal Containers created and tested a new approval process in a developer sandbox. While the approval routings were correct, the approvers were NOT receiving the notification emails.

What could be the cause of this issue?

- * Approvals can only be tested in a full or partial data sandbox.
- * The email address for the users in the sandbox are invalid.
- * The email relay is disabled in the sandbox.
- * Email deliverability CANNOT be changed in a sandbox.

NO.194 If a system administrator has unchecked the 'Enable Content Pack Creation' setting, what can users do with

content packs? * (1 Point)

- * Users can modify existing content packs
- * Users can only edit description and title of existing content packs
- * Users cannot do anything to existing content pack

NO.195 Which forecasting schedule type would you use if you wanted a benchmark of how much should be sold within a certain time frame? * (1 Point)

- * Quota
- * Pipeline
- * Forecast

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