

# ADVANCED-ADMINISTRATOR<sup>Q&As</sup>

Salesforce Certified Advanced Administrator

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## QUESTION 1

When using Customizable Forecasts, which forecast category is not included in the forecast?

- A. Closed
- B. Omitted
- C. Pipeline
- D. Best Case

Correct Answer: B

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## QUESTION 2

An administrator has created content types for Salesforce CRM Content and has been asked to restrict the content types that are in a library. How can an administrator meet this requirement? Choose two answers.

- A. Add the default content type to the Selected Content Types list.
- B. Add the Related Content related list to the page layout for the associated object.
- C. Add members to the library who are users or members of public groups.
- D. Select the "Restrict the content types available in the library" checkbox.

Correct Answer: BC

Reference: [https://help.salesforce.com/articleView?id=content\\_initialsetup.htm&type=5](https://help.salesforce.com/articleView?id=content_initialsetup.htm&type=5)

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## QUESTION 3

What should an administrator consider when enabling Territory Management? Choose 2

- A. Territory hierarchy must match the organization's role hierarchy
- B. Users can only be a member of one territory at a time
- C. Sharing accounts, contacts, opportunities, and cases is impacted
- D. It limits the type of forecasting that can be used

Correct Answer: CD

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## QUESTION 4

What type of process can the system administrator set for an organization's products? Choose three answers.

- A. Standard prices
- B. List prices
- C. Product prices
- D. Sales prices
- E. Discount prices

Correct Answer: ABD

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## QUESTION 5

AW Computing has been advertising a new keyboard that was released at the beginning of the month. The sales team has an additional incentive to add the keyboards to every sale. The administrator already added the product to Salesforce but the reps are unable to select the product on the opportunity.

Which two options should an administrator check to ensure the product is available?

Choose 2 answers

- A. Confirm the correct price book is selected on the opportunity.
- B. Make sure the price book is in the company currency.
- C. Ensure the product is associated with the correct price book.
- D. Verify the product has a start date entered.

Correct Answer: AC

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