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Administration Essentials for New Admins

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QUESTION 1

Cloud Kicks wants users to only be able to choose Opportunity stage closed won If the Lead source has been selected. How should the administrator accomplish this goal?

A. Make Lead source a dependent picklist to the Opportunity stage field.

B. Change the Opportunity stage field to read only on the page layout,

C. Configure a validation rule requiring Lead source when the stage is set to closed won.

D. Modify the Opportunity stage a dependent picklist to the Lead source field.

Correct Answer: C

QUESTION 2

A user at Ursa Major Solar attempts to log in to Salesforce from an IP address that is outside the login IP range on the user\\'s profile but within the organization-wide trusted IP range. What occurs as a result of this scenario?

A. The user will be able to log in after the computer is activated.

B. The user will be unable to log in at all.

C. The user will be able to log in without activating the computer.

D. The user will be able to log in after answering one security question.

Correct Answer: B

QUESTION 3

You can rename standard Tabs and Objects. 9962077244

A. True

B. False

Correct Answer: A

QUESTION 4

New leads need to be routed to the correct sales person based on the lead address. How should the administrator configure this requirement?

A. Create a formula field.

B. Use lead assignment rules.

C. Assign with an escalation rule.

D. Configure a validation rule.

Correct Answer: B

QUESTION 5

Which two objects can an administrator customize the Stage Setup Flow? Choose 2 answers

A. Opportunities

B. Leads

C. Campaign Members

D. Campaigns

Correct Answer: AB

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