ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

Which three can be modified on standard object fields? Choose 3 answers

A. Field type

B. Label

C. Help text

D. Default text

E. Picklist values

Correct Answer: BCE

QUESTION 2

Can an administrator change the profile settings of the Standard Solution Manager profile?

A. Yes

B. No

C. Depends on the Setting of the Administrator profile

Correct Answer: B

QUESTION 3

Northern Trail Outfitters has two sales groups. Each group has its own unique sales process. Management wants to ensure that the sales groups see their relevant sales process when working on opportunities. How should an administrator meet this requirement?

A. Page Layouts

B. Record types

C. Enable Paths

D. Opportunity Teams

Correct Answer: B

Reference: https://trailhead.salesforce.com/content/learn/modules/admin_intro_opptys_leads/admin_intro_opptys_leads _opportunities

QUESTION 4

If your company\\'s fiscal year begins on February 1st and contains the 12 gregorian months, do you need to enable custom fiscal years?

A. Yes

B. No

Correct Answer: B

As long as the fiscal year begins on the 1st of any month and follows the standard months, then custom fiscal years are not required.

QUESTION 5

What are the opportunity defaults when converting a lead to an opportunity?

A. Stage Defaults to first option in the picklist, close date defaults to the last day in the quarter, and the amount defaults to blank

B. Stage defaults to first option in the picklist, close date defaults to 3 months from conversion date, and amount defaults to blank

C. User defines amount, close date, and stage upon conversion

D. None of the above

Correct Answer: A

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