ADM-201^{Q&As}

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Administration Essentials for New Admins

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QUESTION 1

Cloud Kicks wants to give credit to Opportunity team members based on the level of effort contributed by each person toward each deal. What feature should the administrator use to meet this requirement?

A. Queues

B. Splits

C. Stages

D. List Views

Correct Answer: B

QUESTION 2

Roll-up summary fields are not visible to users if they reference fields the user can\\'t see.

A. True

B. False

Correct Answer: B

QUESTION 3

What information does the Company Profile Hold? (Choose 3)

A. Language, Locale, and Time Zone

B. Licenses, Storage and Used Space

C. Fiscal Year

D. Forecasting

E. None of the above

Correct Answer: ABC

QUESTION 4

Which one of these is NOT a recorded "activity" in SFDC?

A. Emails

B. Dials

C. Events

D. Tasks

E. Log a Call (after call completion)

Correct Answer: B

QUESTION 5

Which of the following utilize the "Automated Case User"? (Choose 3)

A. When a case is automatically assigned using assignment rules this user is listed in the case history

B. When a email notification is triggered via workflow this user is listed in the case history

C. When a case is escalated this user is listed in the case history

D. When a case is created via Web-To-Case this user is listed in the case history

E. When a case is created via Email-To-Case this user is assigned as the case owner.

Correct Answer: ACD

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