



# ADX-201<sup>Q&As</sup>

Administrative Essentials for New Admins in Lightning Experience

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#### QUESTION 1

What is the use of campaign influence feature on opportunities?

- A. Help calculate ROI
- B. Give a list of campaigns that influenced the user
- C. To check if web to lead is working properly
- D. To ensure duplicate records are not created

Correct Answer: B

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#### QUESTION 2

Custom Summary Formulas can run calculations on custom formula fields.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

What are the methods to automate leads?

- A. Web-To-Lead, Email Templates, Auto response rules

Correct Answer: A

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#### QUESTION 4

You must create the business process before creating record types for each of these objects Except?

- A. Lead
- B. Opportunity
- C. Case
- D. Campaign
- E. Solutions

Correct Answer: D

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### QUESTION 5

Custom formula fields are recalculated:

- A. Nightly
- B. Every twenty minutes
- C. Once per user session
- D. Each time a user views the record

Correct Answer: D

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