



ADM-201^{Q&As}

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**QUESTION 1**

At Cloud Kicks, new public articles must be approved before publishing. Users are asked to click to the submit for approval button to begin the process but sometimes the user forgets. How should an administrator automate submission so all new public articles will enter the approval process?

- A. Default the Submit for Approval button
- B. Update initial Actions
- C. Use Process Builder
- D. Create a new record type and page layout

Correct Answer: C

Reference: <https://www.sfdcpoint.com/salesforce/approval-process-in-salesforce/>

QUESTION 2

The VP of sales at DreamHouse Realty has requested a dashboard to visualize enterprise sales across the different teams. The key piece of data is the total of all sales for the year and the progress to the enterprise sales goal. What dashboard component will effectively show this number and the proximity to the total goal as a single value?

- A. Donut
- B. Stacked Bar
- C. Table
- D. Gauge

Correct Answer: D

QUESTION 3

Assets are related to which of the following sets of objects?

- A. Opportunities, Products, Cases, Accounts, and Contacts
- B. Products, Cases, Accounts, and Contacts
- C. Cases, Contracts, Accounts, and Contacts
- D. Opportunities, Cases, and Accounts
- E. Opportunity Line Items, Cases, Accounts, and Contacts

Correct Answer: B



QUESTION 4

Which statements are true about business processes?

- A. Each business process is associated with one or more record types
- B. Each record type is associated with one or more business processes
- C. For opportunity objects records are created before business processes
- D. Record types implement business processes through page layouts
- E. Record types help track sales lifecycle s across divisions, groups and markets.

Correct Answer: AD

QUESTION 5

Ursa Major Solar\\'s default, organization-wide sharing for accounts is set to Public Read/Write. The Administrator needs to ensure that Marketing never modifies an Account record.

Which action should the Administrator take to accomplish this goal?

- A. Assign a permission set to Marketing users which removes Edit permission.
- B. Separate the Marketing role hierarchy from the Sales role hierarchy.
- C. Remove Edit access on Accounts from the custom Marketing profile.
- D. Switch Organization-Wide Default Sharing to Public Read Only.

Correct Answer: C

QUESTION 6

A solution can only belong to one category.

- A. True
- B. False

Correct Answer: B

QUESTION 7

Support agents at Universal Containers research solutions to customer issues by asking various subject matter experts (SMEs) at the company. Which three features will allow Support Agents to quickly document the details of these meetings? (Choose three.)

- A. Case Feed



B. Workflow Email Alerts

C. Case Group

D. Case Comments

E. Events

Correct Answer: ACD

QUESTION 8

Which of the following statements are true about Data Validation?

A. Validation rules apply to all new and updated records for an object.

B. Validation rules can update fields which are not included in a page layout.

C. Validation rules can reference fields which are not included in a page layout.

D. If an error message is not set, a default message will be prompted instead.

E. All of the above.

F. None of the Above.

Correct Answer: AC

QUESTION 9

If you relabel a Standard Object the standard list views on every Salesforce tab will automatically be renamed.

A. True

B. False

Correct Answer: B

QUESTION 10

What is the maximum number of actions you can have per Workflow Rule?

A. 10

B. 20

C. 30

D. 40

E. 70



F. 80

Correct Answer: F

QUESTION 11

A user successfully login\\s at 3:00 PM, What happens at 3:31 PM, if the Login hours for the user\\s Profile are set from 7:30 AM to 3:30 PM?

- A. User is automatically Logged Out
- B. User keeps working continuously without any issues
- C. User is asked in a Popup window if he would like to extend his session
- D. User is logged out once he tries to do any DML (Data Manipulation) Operation i.e. Save, Edit etc.

Correct Answer: D

QUESTION 12

Field Level Security cannot be used to make a field required.

- A. True
- B. False

Correct Answer: A

QUESTION 13

Conditional highlighting can not be used for?

- A. Tabular Reports
- B. Summary Reports
- C. Matrix Reports
- D. None of the Above

Correct Answer: A

QUESTION 14

The administrator at Cloud Kicks has been asked to change the company\\s Shoe Style field to prevent users from selecting more than one style on a record.

Which two steps should an administrator do to accomplish this?



Choose 2 answers

- A. Change the field type from a multi-select picklist field to a picklist field.
- B. Select the "Choose only one value" checkbox on the picklist field.
- C. Back-up the Shoe Style values in existing records.
- D. Reactivate the appropriate Shoe Style values after the field type changes.

Correct Answer: AB

QUESTION 15

The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

- A. FALSE
- B. TRUE
- C. Depends on the Users Locale
- D. 50.000

Correct Answer: B

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