



ADX-201^{Q&As}

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QUESTION 1

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

QUESTION 2

Chatter is not available for Mobile Users?

- A. True
- B. False

Correct Answer: B

You can enable Salesforce Chatter for Salesforce Mobile users by including the News Feed object in your mobile configurations\' data sets.

QUESTION 3

The size limit for documents uploaded is:

- A. 2 MB
- B. 5 MB
- C. 10 MB
- D. 50 MB

Correct Answer: B

QUESTION 4

You can delete the Standard Price Book or a price book that is on an opportunity.

- A. True



B. False

Correct Answer: A

QUESTION 5

Which objects support business processes?

- A. Opportunities
- B. Leads
- C. Campaigns
- D. Accounts
- E. Solutions
- F. Cases
- G. Contacts

Correct Answer: ABEF

QUESTION 6

How does a Profile differ from a Role?

- A. Profile controls what a user can do (read, create, edit, delete) with records

Correct Answer: A

QUESTION 7

Which information not captured on user record in Salesforce?

- A. Locale
- B. Hire date
- C. Employee number
- D. Delegated approval

Correct Answer: B

QUESTION 8



How many people can you send an invite to at a time using Cloud Scheduler?

- A. You can invite up to 50 people to a meeting.
- B. You can invite up to 20 people to a meeting.
- C. You can invite up to 25 people to a meeting.
- D. You can invite up to 55 people to a meeting.

Correct Answer: A

QUESTION 9

Which of the following are options when transferring accounts (Multiple correct answers)

- A. Transfer open opportunities
- B. Transfer closed opportunities
- C. Transfer closed cases
- D. Transfer open cases
- E. Keep Account Teams
- F. Transfer custom objects

Correct Answer: ABCDE

QUESTION 10

Which of the following are true about Web-to-Lead:

- A. Salesforce CRM runs field validation rules before creating records
- B. All required fields must have a value before a record can be created
- C. The format for date and currency fields captured online is taken from the users browser settings

Correct Answer: AB

QUESTION 11

How many Editions are there in Salesforce.com

- A. 2
- B. 3



C. 4

D. 5

Correct Answer: D

QUESTION 12

Ursa Major Solar utilizes Accounts in its Sales process; however, not all users have access to them. New users require Read access to Accounts. Additionally, four new users require Edit access.

What should an Administrator do to configure access for the new users?

- A. Configure a profile to grant Account View access and a Permission Set to grant Account Edit access to specific users.
- B. Configure a profile to grant Account Edit access and a Permission Set to restrict Read access to specific users.
- C. Configure a sharing rule for Account View access and another sharing rule for Edit access to specific users.
- D. Configure a Permission Set to grant Account Edit access to specific users and modify the Standard User profile.

Correct Answer: A

QUESTION 13

All of the following are true about Validation Rules EXCEPT:

- A. All active validation rules are run each time at save
- B. Validation rules are not enforced on existing data. They only run during subsequent record creation / updates
- C. You can enter records through Data Loader bypassing the Validation Rules
- D. Multiple error messages may be displayed at one time
- E. Validation rules can be activated / deactivated by admin

Correct Answer: C

QUESTION 14

Which combination of objects is available when creating a custom report type for Chatter reports?

- A. Opportunities, Followers, User Feed
- B. Accounts, User Feed, Comments
- C. Users, User Feed, Comments
- D. Chatter Groups, Members



Correct Answer: CD

QUESTION 15

Identify the maximum number of leads / contacts that you can add from a report at one time using Integrated Campaign Builder:

- A. 25000
- B. 50000
- C. 75000
- D. 100000

Correct Answer: B

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