



ADX-201C^{Q&As}

Administrative Essentials for New Admins in Lightning Experience +

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QUESTION 1

If a user tries to login outside the IP range specified in their profile, the result will be.

- A. They will be logged in as normal
- B. They will have to reset their password
- C. They will be prompted to activate their computer
- D. They will be denied access
- E. None of the above

Correct Answer: D

QUESTION 2

Why would you use early triggers?

- A. To escalate a case according to a time zone
- B. To allow notification before a case actually escalates
- C. To escalate any case within a period
- D. To send an auto response email to customers

Correct Answer: B

QUESTION 3

Can you include attachments in the Data Export.

- A. True
- B. False

Correct Answer: A

QUESTION 4

An S-Control may be all of the following EXCEPT:

- A. HTML
- B. XML
- C. URL



D. Snippet

Correct Answer: B

QUESTION 5

Who can manually share records?

- A. The record owner
- B. The record owner's manager
- C. The record owner's manager's manager
- D. The system administrator
- E. All of the above
- F. None of the above

Correct Answer: E

QUESTION 6

Is the DataLoader Cloud based?

- A. No
- B. Yes

Correct Answer: A

QUESTION 7

Will two different users get the same search results on searching for a common keyword?

- A. Yes
- B. No

Correct Answer: B

QUESTION 8

What does the Role Hierarchy control?

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

Correct Answer: A



QUESTION 9

What other permissions does the "Manage Analytic Snapshots" permission require (Select all that apply).

- A. Schedule Dashboards
- B. Run Reports
- C. Manage All Data
- D. View Setup and Configuration

Correct Answer: ABD

QUESTION 10

A sales executive at Universal Containers wants to be notified whenever high-value opportunities are created for hot accounts.

What should an administrator do to meet this requirement?

- A. Create an escalation rule based on the opportunity amount.
- B. Create a workflow rule on the opportunity object.
- C. Create a validation rule that evaluates the account rating.
- D. Creating an auto-response rule on the opportunity object.

Correct Answer: B

QUESTION 11

When a lead is converted it becomes an Account, Contact and Opportunity (unless you opt out of creating an Opportunity)

- A. True
- B. False

Correct Answer: A

QUESTION 12

Previous Ursa Major Solar sales representatives worked on approximately 180 Accounts with billing addresses in California. These sales representatives need to retain viewing and editing access to these accounts for 1-3 months.



An Administrator needs to easily provide View and Edit access to these users for the 180 accounts.

What should the Administrator do to achieve this goal?

- A. Configure a new Profile for these users with criteria based on Billing State equals California.
- B. Configure a new Account Sharing Rule for these users with criteria based on Billing State equals California.
- C. Configure a new Account folder for these users with criteria based on Billing State equals California.
- D. Configure a new Account Sharing Rule for the Sales Representative Profile with criteria based on Billing State equals California.

Correct Answer: B

QUESTION 13

Workflow Tasks are NOT tracked in the Activity History and can be reported on MMM?

- A. True
- B. False

Correct Answer: B

QUESTION 14

If single sign-on is enabled for your organization, API and desktop client users cannot log in to Salesforce CRM unless their IP address is included on your organization's list of trusted IP addresses or on their profile, if their profile has IP address restrictions set.

- A. True
- B. False

Correct Answer: A

QUESTION 15

Campaign Member can be associated with which two objects? (Choose two.)

- A. Contact
- B. Lead
- C. Opportunity
- D. Account

Correct Answer: AB



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