

## Valid Salesforce Certified Administrator ADX-201 Dumps Ensure Your Passing [Q75-Q98]



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**How to Prepare for Salesforce ADX 201 Exam Preparation Guide for Salesforce ADX 201 Exam Introduction**  
Salesforce is a solution for managing customer relationships that unite customers and companies. This is an interactive CRM platform that provides a single, shared view of every client in all the divisions including marketing, distribution, exchange, and operation. Provide the clients with the individual experience Salesforce demand 360 product via the Integrated CRM Platform. It delivers solid and related goods to boost marketing, revenue, exchange, operation, IT, and more. Salesforce is a digital cloud computing (SaaS) firm specializing in the management of client relationships (CRMs). There was a mistake. The app is now the number one of consumer satisfaction and allows organizations to track customer behavior, advertise to consumers, and more. Salesforce is common because it is bundled with features such as contact management, workflow development, task management, incentive monitoring, teamwork tools, customer experience tools, analytics, and interactive, smartphone dashboard.

**Who should take the Salesforce ADX 201 Exam**

Anybody who has a basic understanding of the features for end-users and the salesforce administrator setup options. Applicants

should be able to manage a Salesforce organization, satisfy mutual market standards, and carry out administrative activities leveraging existing Salesforce capability. Therefore, anybody who wishes to read about the Salesforce Administration should take the ADX 201 test and join.

It is recommended for the new system administrators whose responsibilities include setup, configuration and maintenance of their organization's Salesforce applications. Other people including IT managers, sales operations and power users, will also benefit from the knowledge of Salesforce Lightning Experience.

**NO.75** Custom Formula fields do Not support which of the following functional expression?

- \* Adding multiple records together
- \* If/then/else conditional statements
- \* Clickable image buttons
- \* Combine text strings together

**NO.76** The record owner is a user or a queue that has control or rights to a particular data record.

- \* True
- \* False

**NO.77** What is the significance of Primary Master &#8211; Detail Relationship in a Junction Object?

- \* Look and Feel is inherited from Primary Master Object
- \* Record Ownership is inherited from Primary Master Object
- \* No such Significance
- \* Both A & B

**NO.78** An active user record consumes a license.

- \* True
- \* False

**NO.79** You can create a Lookup Relationship to link an object with itself.

- \* True
- \* False

**NO.80** An administrator at Cloud Kicks wants to deactivate a User who has left the company.

What are two reasons that would prevent a user from being deactivated?

Choose 2 answers

- \* The user is part of a territory hierarchy.
- \* The User is in a Custom hierarchy field.
- \* The User is assigned in workflow email alert.
- \* The User is the highest role in the role hierarchy

**NO.81** Roll-up summary fields are not visible to users if they reference fields the user can't see.

- \* True
- \* False

**NO.82** Which of the following does Salesforce CRM provide for restricting login access to the application?

Choose 3 answers

- \* Profile-based IP restrictions

- \* Organization-wide IP restrictions
- \* Profile-based login hour restrictions
- \* Organization-wide login hour restrictions

**NO.83** Where are Cases created?

On the Cases

Object and Account or

Contact Related Lists.

**NO.84** Standard Reports May be used as a starting point for Custom Reports

- \* True
- \* False

**NO.85** A Profile is a collection of settings and permissions that determine what the user can do with records they have access to and how they view those records.

- \* True
- \* False

**NO.86** Which report format summarizes data in a grid against horizontal and vertical criteria and provides totals for both rows and columns?

- \* Summary
- \* Matrix
- \* Tabular

**NO.87** How many Custom Summary Formulas can you have per report?

- \* 1
- \* 2
- \* 3
- \* 4
- \* 5
- \* 6

**NO.88** Formula fields can be converted from or to other field types.

- \* True
- \* False

**NO.89** How should an administrator support this request?

- \* Use process builder to capture the daily average on each opportunity.
- \* Add Formula Fields to track Stages on each Opportunity.
- \* Run the Opportunity Stage Duration report.
- \* Refresh weekly reporting snapshots for Closed Opportunities.

**NO.90** Can a user create his or her own Default Sales Team?

- \* Yes
- \* No

**NO.91** Mass Mail Contacts option doesn't appear under the Tools section in the Contacts tab, what could have caused this?

- \* The user Role is insufficient to view this tool

- \* Email is unchecked for that profile in FLS
- \* This is a bug and must be escalated
- \* Mass mail is not enabled for the profile.
- \* Mass mail is not checked in FLS

**NO.92** Universal Containers has two sales teams, Sales team A and Sales team B. Each team has their own role in the role hierarchy. Both roles are subordinates of the same Manager role.

How Should the administrator share records owned by sales team A with Sales team B?

- \* Hierarchical sharing
- \* Use Manual sharing
- \* Criteria based sharing
- \* Owner based sharing

**NO.93** Deleted records will be stored in the Recycle Bin for up to 15 days.

- \* True
- \* False

**NO.94** A manager wants to pend all task assigned to his team so that the due date will be pushed a few days forward.

- \* He needs to have Edit Tasks permission
- \* He can go to Your Name > Setup > Customize > Activities > Tasks > Manage Task
- \* Go to Tasks tab and find the Mass Reschedule link in the Tools section
- \* There is no such standard functionality yet in Salesforce.

**NO.95** On the page layout, some standard fields have properties which cannot be changed (e.g. the Created By and Modified By fields)

- \* True
- \* False

**NO.96** Will WF evaluate rules retroactively?

- \* Yes
- \* No

Explanation

When a WF is created, SF will only evaluate the rule for records created / edited from that moment forward, it will not evaluate workflow rules retroactively. That's tasks/emails will not be created for existing records in the DB that already meet the criteria necessary for the rule to trigger.

**NO.97** Email templates used in all of the following features must be public and active EXCEPT

- \* Web-to-Lead & Web-to-Case
- \* Send Email to a Contact
- \* Email-to-Case or On-Demand Email-to-Case
- \* Assignment rules
- \* Escalation rules

**NO.98** Which fields cannot be followed in Chatter?

Auto-number,

formula, and roll-up

summary fields

Encrypted and read-only system fields

The Expected Revenue field on opportunities

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