

[Dec 02, 2022 Fully Updated Salesforce Certified Administrator (ADM-201) Certification Sample Questions [Q111-Q126]



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Domain 11: Desktop & Mobile Administration (3%)

Here the test takers should have competency in explaining the Salesforce Mobile App capacities as well as explaining the synchronization & installation options of Salesforce Lightning for Outlook.

What Topics Are Covered in ADM-201 Exam? **This Salesforce Administrator certification exam evaluates the candidate's knowledge and competency in a long list of technical domains such as: User Setup** ? This next area tests whether a candidate knows the steps involved in setting up a user and maintaining them (for example, assigning licenses, resetting passwords, and resolving user accounts that were locked). It also checks if candidates grasp what happens when they activate, deactivate, or freeze users. **Common & Custom Objects** ? For this topic, candidates must be able to define the standard architecture of objects, know how to edit fields and layouts of pages for custom and standard objects while realizing the impact of removing fields, and decide how to design and designate layouts of pages, types of records, and processes for various businesses for common and custom items. **Sales & Marketing Apps** ? Here, examinees need to identify the requirements and impacts of the sales, use opportunity tools to point out the right sales productivity options, know when to use different products alongside Books for Pricing, be aware of the power of automation tools & campaign maintenance, and know what can be done using the Salesforce content. **Management of**

Activities and Collaboration ? In this domain, candidates need to detail the benefits of activity management and talk about the aspects of Chatter like feed, security features, and the following.**Service as well as Support Apps** ? In this area, test-takers must explain the characteristics of managing cases, show how to automate case management, describe what can be done using the Salesforce knowledge, and finally, detail the power of Salesforce communities.**Workflow as well as Process Automation** ? Here, candidates need to choose the perfect automation solution given the process or workflow and have an understanding of the capabilities of the processes for approval.**Reports on Analytics and Dashboards** ? This objective evaluates whether candidates know the tools accessible when making a report, how the sharing structure influences reports, the choices to be made while dealing with dashboards, and the uses of custom kinds of reports.**Desktop and Modern Administration** ? For this domain, examinees need to talk about what the Salesforce mobile application can do and also be familiar with the options available when installing and syncing the Salesforce lightning for outlook.

NO.111 Enterprise, Developer and Unlimited System Administrators can create an unlimited number of Custom Profiles from scratch.

- * True
- * False

Section: Volume F

NO.112 The administrator at Cloud Kicks created a new field for tracking returns on their new cloud shoe. A user has submitted a case to the administrator indicating that the new field is unavailable.

Which two steps should an administrator do to troubleshoot this issue?

Choose 2 answers

- * Review the field-level security of the field for the user profile.
- * Ensure that the page layout for the user's profile has been updated.
- * Run the setup audit trail for the organization.
- * Update the organization-wide defaults for the object.

NO.113 You can create a Lookup Relationship to link an object with itself.

- * True
- * False

NO.114 Are Tags searchable from standard Search component?

- * Yes
- * No

NO.115 The sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing.

Which two features should the administrator configure?

Choose 2 answers

- * Opportunity List View
- * Forecasting
- * Sales Quotas
- * Opportunity Stages

NO.116 Which three types of customization can be done on Activities (tasks and events)?

Choose 3 answers

- * Assignment Rules
- * Workflow Rules
- * Validation Rules
- * Custom Fields
- * Field Tracking

NO.117 When are Formula Fields recalculated?

- * Calculated automatically
- * Every 15 Minutes
- * Nightly
- * After Edits / Save

Section: Volume B

NO.118 Data storage include the following: (Choose all that apply.)

- * Salesforce Chatter
- * Files in attachments
- * Cases
- * Email Messages
- * Ideas

Section: Volume I

NO.119 The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

- * FALSE
- * TRUE
- * Depends on the Users Locale
- * 50.000

NO.120 An administrator at Cloud Kicks has a flow in production that is supposed to create new records.

However, no new records are being created.

What could the issue be?

- * The flow is read only.
- * The flow is inactive.
- * The flow URL is deactivated.
- * The flow trigger is missing.

NO.121 You are limited to _____ new picklist or multi-select picklist values for any field during a single import

- * 10
- * 100
- * 1000
- * No limit

Section: Volume H

NO.122 Fill in the blank.

What do Account Teams do?

See the answer below

Explanation/Reference:

Explanation: Focuses on Account Records being shared to a specified group of users based on the Account Owner

NO.123 When I qualify a lead, the lead then automatically becomes (select all that apply):

- * An opportunity
- * An account
- * A contact
- * A campaign

Section: Volume J

NO.124 Which of the following are actions triggered by workflow rules?

- * Email
- * Task
- * Field update
- * Record update
- * Record creation
- * Outbound message
- * Time trigger

Section: Volume A

NO.125 Users at DreamHouse Realty are only allowed to see opportunities they own. Leadership wants an enterprise-wide dashboard of all open opportunities in the pipeline so that users can see how the company is performing at any point in time.

How should an administrator create the dashboard without changing any sharing settings?

- * Build individual dashboards for profiles that need to see the enterprise results.
- * Create a dashboard with the running user set as someone who can see all opportunities.
- * Update the dashboard folder settings to manager for the sales reps role.
- * Add a filter to the dashboard to filter the opportunities by owner role.

NO.126 CORRECT TEXT

What elements are required for a workflow approval process?

Approval

Action Approval Process Approval Request Approval Steps Assigned Approver(s) Email Approval Request Initial Submission
Action Final Approval Action Final Rejection Action Outbound Messages Record Locking

Domain 3: Security & Access (13%)

Here the test takers must prove that they are conversant with explaining different organization security controls (IP restrictions, passwords, network settings, identity confirmation); implementing the relevant security controls on the basis of the features as well

as capacities of the Salesforce sharing model depending on a user request scenario (role hierarchy, organization-wide failures, sharing rules, manual sharing, public groups). In addition, the domain requires the following skills: determining the proper use of a custom profile or permission set using various profile settings and permissions depending on a scenario as well as explaining how folders can be utilized to arrange and secure dashboards, reports, and communication templates.

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