



ADM-201^{Q&As}

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QUESTION 1

The sales team at Ursa Major Solar has asked the administrator to automate an outbound message.

What should the administrator utilize to satisfy the request?

- A. Workflow Rule
- B. Task Assignment
- C. Process Builder
- D. Flow Builder

Correct Answer: D

QUESTION 2

The administrator at AW Computing wants to send off client welcome tasks and a welcome email to the primary contact automatically when an opportunity is closed won. What automation tool best accomplishes this?

- A. Approval Process
- B. Validation Rule
- C. Process Builder
- D. Outbound Message

Correct Answer: C

QUESTION 3

You can use Sharing Rules to grant wider access to data. You cannot restrict access below your OWD levels.

- A. True
- B. False

Correct Answer: A

QUESTION 4

Salesforce.com instance has Multiple Currencies as Activated. What is the maximum granularity available for tracking changes in Currency Rates

- A. 1 Week



- B. 1 Day
- C. 1 Hour
- D. 1 Minute

Correct Answer: B

QUESTION 5

What type of relationship must exist if you would like the child record to remain if the parent is deleted?

- A. 1 - 1.

Correct Answer: A

QUESTION 6

The account owner, opportunity owners, and case owners may or may not be the same user.

- A. True
- B. False

Correct Answer: A

QUESTION 7

Ursa Major Solar uses data from the grand total of a custom report to create their dashboard. Which two components will populate the grand total properly? Choose 2 answers

- A. Chart
- B. Gauge
- C. Table
- D. Metric

Correct Answer: AC

QUESTION 8

What needs to be specified to schedule a Report?



- A. Objects
- B. Date Range
- C. Location
- D. Frequency

Correct Answer: CD

QUESTION 9

Which two groups of objects can be created when converting a Lead? (Choose two.)

- A. Account, Contact, Lead Conversion
- B. Account, Contact, Opportunity
- C. Account, Opportunity, Order
- D. Person Account, Opportunity

Correct Answer: AB

QUESTION 10

You can use conditional highlighting for summary and matrix report only.

- A. True
- B. False

Correct Answer: A

QUESTION 11

How can an administrator capture custom lead data on the converted contact when converting a lead?

- A. Map custom lead fields to standard contact fields.
- B. Use the data loader to move the custom lead data.
- C. Use the lead conversion wizard to select the fields.
- D. Map custom lead fields to custom contact fields.

Correct Answer: D

QUESTION 12



You will need a security token to access Salesforce via (choose all that apply)

- A. Import Wizard
- B. Data Loader
- C. Salesforce for Outlook
- D. All of the above

Correct Answer: BC

QUESTION 13

Universal Containers has ten sales teams, each specified with their own role. Sales management has requested that all sales team users have read only access to all Leads owned by other sales team roles. Which option will allow for this level of record sharing\\'

- A. Roles and Subordinates
- B. Roles
- C. Public Groups
- D. Queues

Correct Answer: C

QUESTION 14

Can you include attachments in the Data Export.

- A. True
- B. False

Correct Answer: A

QUESTION 15

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

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