



ADM-201^{Q&As}

Administration Essentials for New Admins

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**QUESTION 1**

When users log in to Salesforce, either via the user interface, the API, or a desktop client Salesforce CRM confirms the log in is authorized using all of the following EXCEPT:

- A. Salesforce CRM then checks whether the user's profile has IP address restrictions. If IP address restrictions are defined for the user's profile, any login from an undesignated IP address is denied and any login from a specified IP address is allowed
- B. If profile-based IP address restrictions aren't set, then Salesforce CRM checks whether the user is logging in from an IP address she or he hasn't used to access Salesforce CRM before
- C. Salesforce CRM checks whether the organization has login hour restrictions. If login hour restrictions are specified, any login outside the specified hours is denied.
- D. Salesforce CRM checks whether the user's profile has login hour restrictions. If login hour restrictions are specified for the user's profile, any login outside the specified hours is denied.

Correct Answer: C

QUESTION 2

If a lead is converted without a value in the company field, what happens?

- A. A Business Account is created
- B. A Person Account is created
- C. You will be prompted to decide whether to create a Person or a Business Account
- D. Nothing

Correct Answer: B

QUESTION 3

Data Validation Rules are formulas that evaluate, "True".

- A. True
- B. False

Correct Answer: A

QUESTION 4

You can then associate each business process with one / more record types and make it available to users based on their:



- A. Role
- B. Profile
- C. OWD
- D. Licence Type
- E. Salesforce Edition

Correct Answer: B

QUESTION 5

If you relabel a Standard Object the standard list views on every Salesforce tab will automatically be renamed.

- A. True
- B. False

Correct Answer: B

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