



# ADM-201<sup>Q&As</sup>

Administration Essentials for New Admins

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#### QUESTION 1

The events manager at DreamHouse Realty has a hot lead from a successful open house that needs to become a Contact with an associated Opportunity. How should this be accomplished from the Campaign keeping the associated Campaign Member history?

- A. Clone the lead and convert the cloned record to a Contact.
- B. Convert the lead from the Campaign Member Detail page.
- C. Add a Contact from the Campaign Member Detail page.
- D. Delete the lead and create a new Contact and Opportunity.

Correct Answer: B

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#### QUESTION 2

Salesforce Console only displays views that were previously created.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

Which three can be modified on standard fields? (Choose three.)

- A. Picklist values
- B. Help text
- C. Field type
- D. Label
- E. Default text

Correct Answer: ABD

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#### QUESTION 4

Where would you make a field required?

- A. Page Layout

Correct Answer: A

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#### QUESTION 5

What is the new Chart type available after Spring 11?

- A. Master Charts
- B. Report Charts
- C. Chatter Charts
- D. Scatter charts

Correct Answer: D

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