



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

Administration Essentials for New Admins

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### QUESTION 1

Northern Trail Outfitters has a custom quick action on Account that creates a new Case. How should an administrator make the quick action available on the Salesforce mobile app?

- A. Modify compact Case page layout to include the action.
- B. Add the Salesforce Mobile and Lightning Experience action to the page layout.
- C. Include the action in the Salesforce Mobile Navigation menu.
- D. Create a custom Lightning App with the action.

Correct Answer: B

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### QUESTION 2

What are the Org Wide Default permission options?

- A. Public, Read, Write (Transfer on Leads/Cases)
- B. Public Read, Write
- C. Public Read Only
- D. Private
- E. Controlled by Parent (on Master-Detail Relationships).

Correct Answer: ABCDE

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### QUESTION 3

The system administrator has been asked to create a way to track Shipments of products to customers. Shipments should be closely tied to the Opportunity record and there may be more than one shipment record per Opportunity and the Opportunity should be required (i.e. Users cannot save a Shipment record without associating it to an Opportunity). The system administrator should create.

- A. A cross object formula displaying Opportunity ID on the Shipment record
- B. A Master - Detail relationship on the Shipment object to the Opportunity object
- C. A lookup relationship on the Opportunity object to the Shipment object
- D. A lookup relationship with a lookup filter from Opportunity to Shipment

Correct Answer: B

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**QUESTION 4**

Universal Containers has two business groups, Products and Services. Both groups will be using opportunities to track deals, but different fields are required by each group. In which two ways should an administrator meet this requirement? Choose 2 answers

- A. Create two record types.
- B. Create two permission sets.
- C. Create two page layouts.
- D. Create two lead processes.

Correct Answer: AC

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**QUESTION 5**

Users at Cloud Kicks want to be able to create a task that will repeat every two weeks. What should an administrator do to meet this requirement?

- A. Enable Creation of Recurring Tasks
- B. Flow to create recurring tasks
- C. Workflow rule to create recurring tasks
- D. Turn on Recurring Activities

Correct Answer: A

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