



ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

What can be reviewed using the process visualizer?

- A. Sales Processes
- B. Approval Processes
- C. Support Processes
- D. Workflow Rules

Correct Answer: B

QUESTION 2

Editing Records: If I see a magnifying glass icon next to any field in SFDC, this means I can start typing into the field and matches will automatically appear to choose from. Or, I can click on the magnifying glass icon and look up data to fill the field with.

- A. True
- B. False

Correct Answer: A

QUESTION 3

Time-Dependent Workflow ?Maximum Triggers Allowed Per Rule:

- A. Maximum of 10 time triggers per rule
- B. Maximum of 20 time triggers per rule
- C. Maximum of 50 time triggers per rule

Correct Answer: A

QUESTION 4

What is conditional highlighting for reports?

- A. You can set conditions that when met will report the calculated fields
- B. Set thresholds for report analysis
- C. None of the above

Correct Answer: B



QUESTION 5

With Client Management enabled, when a lead is converted without a value in the company field, it becomes a person account.

A. True

B. False

Correct Answer: A

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