



# ADM-211<sup>Q&As</sup>

Administration Essentials for Experienced Admin

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### QUESTION 1

What are the 5 main places you can go to receive support for Apex?

Correct Answer: Check the answer in explanation.

1.

Extensive documentation on the Apex Developer Network site.

2.

The Eclipse IDE plugin

3.

Mandatory creation of test scripts that can be run in a development environment

4.

In the UI

5.

Sales force support personnel

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### QUESTION 2

Which of the following is not a characteristic of web applications or web controls?

A. Runs on a customer-hosted web server

B. Runs on SFDC web server

C. Has a custom VI (generally ASP.NET or JSP),

D. Uses the Force.com API to read or modify SFDC data,

E. Are generally used for highly customized UI or business logic functionality that cannot be accommodated by controls.

Correct Answer: B

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### QUESTION 3

When using Sales force Territory Management, Accounts and Users can be in multiple territories, but an Opportunity can only be associated with a single territory. How is an Opportunity assigned to a territory?

A. To the territory of the user who is a forecast user

B. To the account's original territory upon initialization



- C. To the territory of the user that owns the related account
- D. By the intersection of the user's territory and the account territory

Correct Answer: D

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#### QUESTION 4

How can Tonya enforce that the Region field contains a value regardless of how the lead is created?

- A. Make the Region field universally required.
- B. Make the Region field required on the page layout.
- C. Create a validation rule on the Region Field.

Correct Answer: C

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#### QUESTION 5

What can you do with Workflow? (assuming EE edition or higher)

Correct Answer: Check the answer in explanation.

- 1.  
Alerting
- 2.  
Tasking
- 3.  
Routing/assigning/escalation
- 4.  
Updating
- 5.  
Integrating
- 6.  
Mass communication