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Vendor: Salesforce

Exam Code: ADM-201

Exam Name: Administration Essentials for New Admins

Version: Demo

DEMO

QUESTION 1

Which of the following are true about List Views?

- A. Save list views for future use.
- B. Specify which groups of users have access to the list view.
- C. Print list views.
- D. Follow records and view related Chatter posts.
- E. Export List View data to Excel
- F. All of the above

Correct Answer: ABCD

QUESTION 2

What should a system administrator use to disable an application for a group of users?

- A. Sharing Rules
- B. Web tabs
- C. Page layouts
- D. Profiles
- E. Roles

Correct Answer: D

QUESTION 3

Sales reps at AW Computing need assistance from product managers when selling certain products. Product managers do not have access to Opportunities but need to gain access when assisting on a specific deal. How can the system administrator accomplish this?

- A. Notify the product manager using opportunity update reminders
- B. Use similar opportunities to show opportunities related to the product manager
- C. Enable account teams and allow users to add the product manager
- D. Enable sales teams and allow users to add the product manager

Correct Answer: D

QUESTION 4

To enable Field History Tracking for an object, the system administrator must also add the related list to the page layout.

- A. True
- B. False

Correct Answer: A

QUESTION 5

The following are true about scheduling and emailing reports.

- A. The running user determines whose data is visible on the report.
- B. The running user must have access to the folder in which the report is saved.
- C. All email recipients must have access to the same folder.
- D. The report is emailed within 30 minutes of the Preferred Start Time
- E. All of the above

Correct Answer: E

QUESTION 6

The Chatter Free license gives users the ability to access People, Profiles, Groups and Files as well as (choose all that apply)

- A. Make posts
- B. View comments
- C. Upload files
- D. Join groups
- E. View records

Correct Answer: ABCD

QUESTION 7

Case Assignment Rules are based on elapsed time

- A. True
- B. False

Correct Answer: A

QUESTION 8

When you delete a parent record, you will also delete the child record if that child record has a lookup relationship to the deleted record:

- A. True
- B. False

Correct Answer: B

QUESTION 9

Searches and Filters that take a long time may be cancelled?

- A. True
- B. False

Correct Answer: A

QUESTION 10

How can an Administrator customize campaign members? Choose 2 answers: MMM

- A. Display Lead or Contact data directly on a campaign member record
- B. Create an approval process for new campaign members
- C. Customize the campaign history related list to include campaign member custom fields
- D. Display key campaign member data on an opportunity record

Correct Answer: AC

QUESTION 11

Which statement is TRUE regarding look up filters? Choose 2 answers

- A. Lookup filters are available in the Partner and Customer Portals
- B. Lookup filters can restrict lookup dialog results based on fields on the source object
- C. The special date values "Today" and "This Month" are valid criteria options.
- D. Lookup filters are case sensitive

Correct Answer: AD

QUESTION 12

What is Sharing Rule?

- A. Automated rules that grant access to groups of users
- B. Exceptions to Org. wide Defaults
- C. Rules given for group of user working closely on a project
- D. Irrelevant for Public Read / Write Organizations

Correct Answer: ABD

QUESTION 13

Dashboards can be created by using Standard Reports as Source Reports?

- A. True
- B. False

Correct Answer: A

QUESTION 14

Account team is a set of users that normally work together on _____?

- A. Accounts
- B. Leads
- C. Opportunities
- D. Contacts
- E. Cases

Correct Answer: A

QUESTION 15

Which of the following Email Template cannot be used to send a mass email?

- A. Text
- B. HTML with Letterhead
- C. Custom HTML
- D. Visual force

Correct Answer: D

QUESTION 16

Unmanaged packages do not include locked components but can be upgraded?

- A. True
- B. False

Correct Answer: B

QUESTION 17

Which of the following chart types does not support Combination Chart?

- A. Line
- B. Horizontal Bar
- C. Vertical Bar
- D. Funnel Chart
- E. Donut
- F. Line Cumulative

Correct Answer: DE

QUESTION 18

A user who has access to formula field can reference fields to which he or she doesn't have access to allowing him or her to view restricted data.

- A. True
- B. False

Correct Answer: A

QUESTION 19

The number of calculated values per report:

- A. 5
- B. 10
- C. 20
- D. 2
- E. 15
- F. 6

Correct Answer: A

QUESTION 20

Based on existing Master-Detail and Lookup relationships between objects, Sys Admins can create Custom Report Types to:

- A. Choose which standard and custom objects to display
- B. Select which fields can be used as columns
- C. Define both inner and outer joins

Correct Answer: ABC

QUESTION 21

Personal Tags can not be shared

- A. True
- B. False

Correct Answer: A

QUESTION 22

What is a Record Type? Select the right choice

- A. Allows you to define different sets of picklist values for both standard and custom picklist
- B. Allows you to define different sets of picklist values only for standard picklist
- C. Allows you to define different sets of picklist values only for custom picklist
- D. Allows you to define different sets of picklist values only for new picklist

Correct Answer: A

QUESTION 23

What data can you request for in the weekly data export?

- A. Only account data
- B. Only report data
- C. Accounts, opportunities, contacts, cases and solutions
- D. All organization data

Correct Answer: D

QUESTION 24

When using advanced currency management, can a past exchange rate be changes?

- A. Yes
- B. No

Correct Answer: A

QUESTION 25

What is the max length of the field type "Text"?

- A. 3200
- B. 320
- C. 255

Correct Answer: C

QUESTION 26

If your org is configured for data export, you can schedule automatic backup files at what intervals?

- A. Daily, Weekly, and Monthly
- B. Daily and Weekly
- C. Weekly and Monthly

Correct Answer: C

QUESTION 27

Which of the following statements is true about person accounts in backup exports?

- A. If your organization uses person accounts and you're exporting contacts, person account records are included in the contact data. However, the contact data only includes the fields shared by contacts and person accounts.
- B. If your organization uses person accounts and you're exporting contacts, person account records are not included in the contact data.
- C. If your organization uses person accounts and you're exporting contacts, person account records are included in the contact data. The export includes all fields from person accounts.

Correct Answer: A

QUESTION 28

Which will appear on your pipeline report?

- A. Leads
- B. Opportunities
- C. Accounts

Correct Answer: B

QUESTION 29

Standard Fields are?

Correct Answer: Created by SF and comes in Org. Field properties not editable.

QUESTION 30

What database actions can the DataLoader perform?

Correct Answer: Insert, Extract, Update, upsert and Delete

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