ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

The account owner, opportunity owners, and case owners may or may not be the same user.

A. True

B. False

Correct Answer: A

QUESTION 2

Does access to folders respect the role hierarchy?

A. Yes

B. No

Correct Answer: B

QUESTION 3

Customizable Forecasting must be enabled for use with Custom Fiscal years.

A. True

B. False

Correct Answer: A

QUESTION 4

Cloud Kicks wants to try out an app from the AppExchange to ensure that the app meets its needs.

Which two options should the administrator suggest?

Choose 2 answers

A. Download into a Trailhead Playground.

B. Test Drive in a production org.

C. Check edition compatibility.

D. Install in a sandbox.

Correct Answer: AD

QUESTION 5

Will WF evaluate rules retroactively?

A. Yes

B. No

Correct Answer: B

When a WF is created, SF will only evaluate the rule for records created / edited from that moment forward, it will not evaluate workflow rules retroactively. That\\'s tasks/emails will not be created for existing records in the DB that already meet the criteria necessary for the rule to trigger.

QUESTION 6

Cloud Kicks has the organization-wide defaults for Opportunity set to Private.

Which two features should the administrator use to open up access to opportunity records for sales users working on collaborative deals?

Choose 2 answers

A. Profiles

B. Sharing rules

C. Sharing set

D. Role hierarchy

Correct Answer: BD

QUESTION 7

Which three objects can be added as Campaigns Members? Choose 3 answers

A. Contacts

B. Leads

C. Accounts

D. Person Account

E. Individuals

Correct Answer: ABC

QUESTION 8

Ursa Major Solar is setting up case assignment rules.

What are two places where the cases can be assigned? Choose 2 answers

A. User

B. Profile

C. Queue

D. Contact

Correct Answer: AC

QUESTION 9

How many roles can you create for your org?

A. 200

B. 300

C. 500

D. No Limit

Correct Answer: C

QUESTION 10

Which two ways allow a sales user to relate an opportunity to a campaign? Choose 2 answers

A. Use the campaign hierarchy related list on the opportunity.

B. Use the campaign influence related list on the opportunity.

C. Select the campaign record type when creating the opportunity

D. Select the primary campaign source for the opportunity.

Correct Answer: BD

QUESTION 11

Is it possible to relate a person account to a contact on a business account.

A. True

B. False

Correct Answer: B

QUESTION 12

If a field is visible in the search layout but hidden for certain users via the field-level security settings then which of the following statement is true?

A. The field-level security overrides the search layout and the field will be hidden for all users

B. The field will still be visible in search layout to all the users

C. The field-level security overrides the search layout and the field will be hidden for those users

D. None of the above

Correct Answer: C

QUESTION 13

When you configure Search Settings for Your Organization, the new value must be between 5 and 50 A. True

B. False

Correct Answer: A

QUESTION 14

Universal Containers has ten sales teams, each specified with their own role. Sales management has requested that all sales team users have read only access to all Leads owned by other sales team roles. Which option will allow for this level of record sharing\\'

A. Roles and Subordinates

B. Roles

C. Public Groups

D. Queues

Correct Answer: C

QUESTION 15

An Administrator needs to create a Sales Process for and..

What are three considerations for this process?

Choose 3 answers

A. All Picklist values on the Page Layout must be added to the Master picklist Value List or be active values.

B. The Record Type\\'s Page Layout is assigned to Users through their Profile assignments.

C. An Opportunity Record Type will need to be created and assigned to the Sales Process.

D. Adding a new value to the Record Type Master Picklist Value List adds the value to all existing Record Type picklists.

E. The Record Type Name assignment becomes permanent upon Save of a new Record Type.

Correct Answer: ABD

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