

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

Administrative Essentials for New Admins in Lightning Experience

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#### QUESTION 1

True or False, Final reject actions in a workflow approval process can include actions such as email alerts.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 2

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

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

Determine if the description is Master/Detail or Lookup: For reporting parent and child fields available

- A. Master/Detail

Correct Answer: A

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#### QUESTION 4

There are many dashboard components from SF Labs including the Apex Dashboard Kit which can be installed:

- A. True
- B. False

Correct Answer: A

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#### QUESTION 5

Universal Containers sells their products to wholesale partners and retail outlets. Each process has its own set of unique sales stages.

Which three features can an administrator customize for each opportunity stage? (Choose three.)

- A. Quota
- B. Probability
- C. Product Family
- D. Forecast Category
- E. Type

Correct Answer: ABD

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#### QUESTION 6

Is the DataLoader Cloud based?

- A. No
- B. Yes

Correct Answer: A

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#### QUESTION 7

Which three features can automatically create a Case? (Choose three.)

- A. SMS-to-Case
- B. Lightning for Outlook
- C. Process Builder
- D. Email-to-Case
- E. Web-to-Case

Correct Answer: CDE

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#### QUESTION 8

The formula editor may be used all of the following places EXCEPT:

- A. S-Control
- B. Formula Field
- C. Default values on Standard Fields

Correct Answer: C

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**QUESTION 9**

Can a user create his or her own Default Sales Team?

A. Yes

B. No

Correct Answer: A

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**QUESTION 10**

Can you set Standard and Custom fields as unique or required using the Property feature?

A. No, only custom fields.

Correct Answer: A

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**QUESTION 11**

Data storage include the following: (check all that apply)

A. Salesforce Chatter

B. Files in attachments

C. Cases

D. Email Messages

E. Ideas

Correct Answer: CDE

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**QUESTION 12**

Sales Managers want to capture an additional email address for Contact records. Which field property will ensure the proper format?

A. Data Type

B. Default Value

C. Field-level Security

D. Validation Rule

Correct Answer: A

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**QUESTION 13**

Standard Reports May be used as a starting point for Custom Reports

- A. True
- B. False

Correct Answer: A

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**QUESTION 14**

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

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**QUESTION 15**

Record Type may determine the default value of a picklist field.

- A. True
- B. False

Correct Answer: A

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