

Salesforce

ADM-201 Exam

Salesforce Certified Administrator Exam

**Questions & Answers
Demo**

Version: 8.0

Question: 1

Universal Containers (UC) puts a priority on the confidentiality of their customers. UC wants to limit users who have access to an Account record to be allowed to see Contacts related to the Account. Which Contact sharing setting should an Administrator configure to meet this request?

- A. Controlled by Parent
- B. Public Read Only
- C. Public Read/Write
- D. Private

Answer: A

Question: 2

A competitor recently lost valuable data due to a power outage, so Universal Containers (UC) has decided to ensure that its Salesforce data is backed up. Which two statements should the Administrator make to UC?
Choose 2 answers

- A. Salesforce offers a weekly or monthly backup service via a zip file.
- B. Universal Containers can download an app from the AppExchange.
- C. Salesforce offers a daily backup service via a zip file.
- D. Contact Salesforce Support for a free backup

Answer: B, D

Question: 3

An administrator at Ursa Major Solar is configuring a workflow rule. What are two considerations when configuring workflow rules?
Choose 2 answers

- A. Rules can be evaluated when records are created or edited.
- B. Rules must be deactivated before using the Data Import Wizard.
- C. Rule actions can take place Immediately or can be time based.
- D. All existing records are evaluated when a new rule is activated.

Answer: A, C

Question: 4

What are two considerations when activating and assigning Themes and Branding? Choose 2 answers

- A. Each profile can be applied a different Theme.
- B. Themes apply to both Lightning Experience and mobile.
- C. Only one Theme can be applied in an org at a time.
- D. Up to 300 custom Themes can be created per org.

Answer: C, D

Question: 5

What are two considerations when configuring the lead conversion process?
Choose 2 answers

- A. Custom lead fields can be mapped to account, contact, and opportunity fields.
- B. Standard lead fields are automatically converted to account, contact, and opportunity fields.
- C. Custom lead fields can be mapped to custom object fields.
- D. Roll -up summary lead fields can be mapped to custom contact fields.

Answer: A, B

Question: 6

What are two valid use cases for Salesforce Communities?
Choose 2 answers

- A. External customers can gain full user rights to Salesforce.
- B. External customers can track their purchases and open support cases.
- C. External partners can track the status of joint Opportunities.
- D. Internal users can replicate Salesforce automation without licenses fees.

Answer: B, C

Question: 7

A Universal Containers (UC) Administrator has created a new Lightning record page for the Sales team to display a report chart embedded on the Account page. There are no Record Types for Account at this time. Which step should the Administrator take to make this page the default view of the UC app for the Sales team without impacting the Support team?

- A. Make the page the default object record page for the UC app for the Sales profile.
- B. Create an Account Record Type and make the page the default object record page.
- C. Make the page the org default.
- D. Make the page the default object record page for the UC app

Answer: A

Question: 8

How can an administrator allow all internal users to view a dashboard as a Sales Manager within a sales region?

- A. Create a dashboard to run as a specified user.
- B. Create a dashboard for all opportunities in the region.
- C. Create a dashboard with multiple components.
- D. Create a dashboard to run as the logged -In user.

Answer: A

Question: 9

Ursa Major Solar recently purchased 15 new Salesforce licenses.
How many users can an administrator create at the same time on the add multiple users page?

- A. A maximum of 5 users.
- B. An unlimited number of users.
- C. A maximum of 10 users.
- D. A maximum of 15 users.

Answer: C

Question: 10

Ursa Major Solar customers are starting to request custom-sized solar panels, which are currently unavailable in the standard inventory. Management has decided to add custom sizing as an add-on item in Salesforce.

The administrator needs to allow sales users to add custom sizing to the total opportunity sale.
what should the administrator do to achieve this goal?

- A. Add custom sizing as a new product in a pricebook.
- B. Hake a new custom object related to opportunities for custom sizing.
- C. Add custom sizing as a new product in an order.
- D. Add a new field on the opportunity labeled custom sizing.

Answer: A
