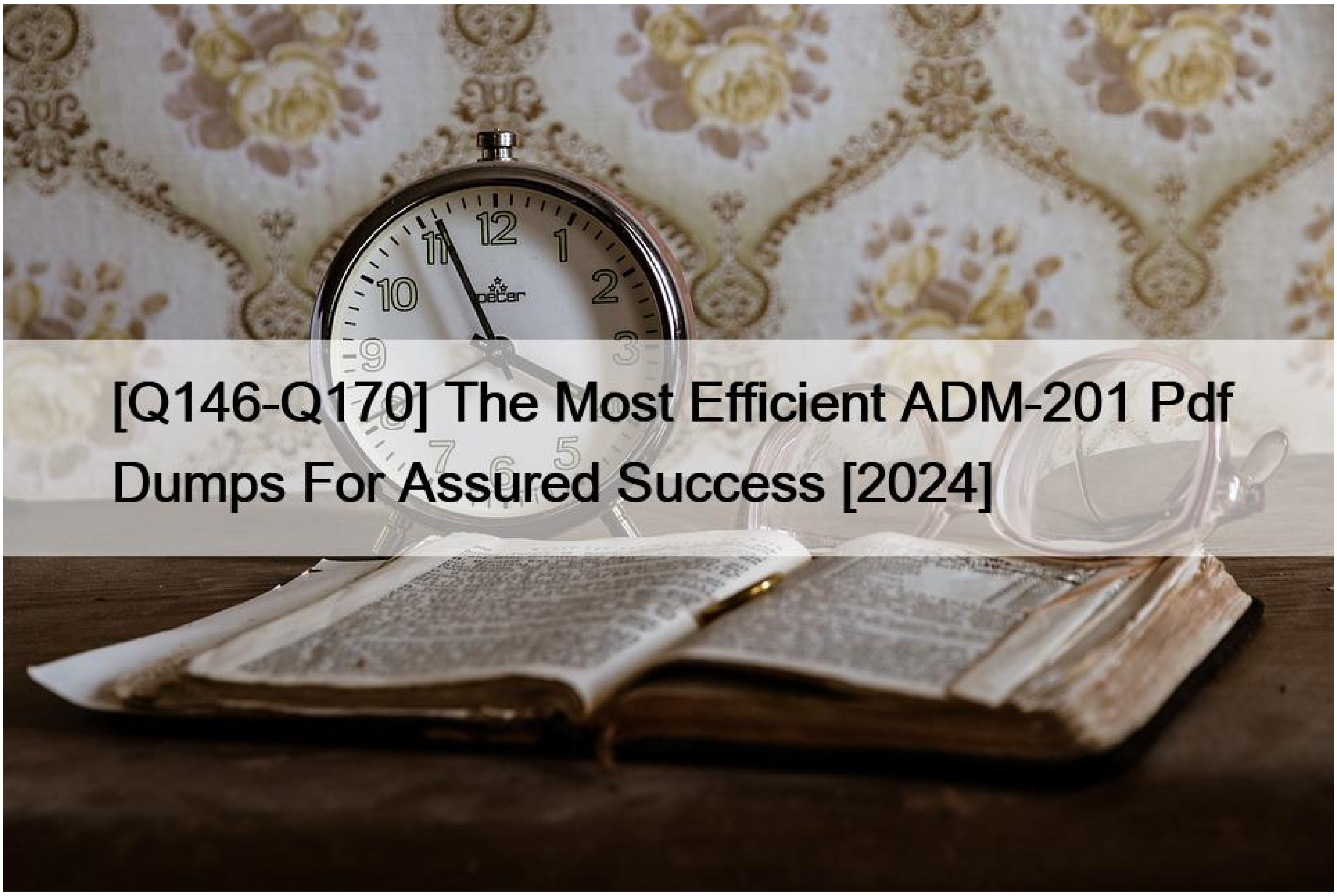
[Q146-Q170 The Most Efficient ADM-201 Pdf Dumps For Assured Success [2024



The Most Efficient ADM-201 Pdf Dumps For Assured Success [2024]
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Salesforce ADM-201 Exam is an important certification for professionals who want to advance their career in Salesforce administration. It is also an essential certification for organizations that use Salesforce as it ensures that the individuals responsible for administering Salesforce have the necessary skills and knowledge to manage the platform effectively. Salesforce Certified Administrator certification is valid for three years, after which individuals must retake the exam to maintain their certification.

The ADM-201 certification exam is a 60-question multiple-choice test that must be completed within 105 minutes. ADM-201 exam is administered by Salesforce and can be taken either online or in-person at a testing center. ADM-201 exam is designed to test the knowledge and skills of candidates in various areas of Salesforce administration. To pass the exam, candidates need to score at least 65%.

QUESTION 146

Can the DataLoader access all objects?
* Yes
* No

QUESTION 147

Which of the statements is/are true for data validation?
* Data Validation can enforce data integrity as well as make a field required in the page layout
* Data Validation can prevent duplication of records
* Data Validation run on the client machine after the user clicks the Save button
* Data Validation rules are not enforced when using API & import operations
* Validation rules can be activated / deactivated by the user

Section: Volume D

QUESTION 148

Dashboards can be created by using Standard Reports as Source Reports?
* True
* False

Section: Volume D

QUESTION 149

Fill in the blank.

What do Sales Teams do?
See the answer below

Explanation/Reference:

Explanation: Focuses on Opportunity Records being shared to a specified group of users based on the Opportunity Owner.

QUESTION 150

Workflow Field Updates specify the field you want updated and the new value for it. Depending on the type of field, you can do the following Except:
* Choose to apply a specific value
* Make the value blank
* Delete the Field
* Calculate a value based on a formula you create

QUESTION 151

The Sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing.

Which two features should the administrator configure?

Choose 2 answers

* Sales Quotes
* Opportunity List View
* Forecasting
* Opportunity Stages

QUESTION 152

The administrator wants to create 3 custom fields: an auto-number, a text field and a picklist. Is it possible?
* Yes
* No, because auto-number is a standard field
* No, only multi select picklist can be custom created
* No, only 1 custom field can be created per object

QUESTION 153

What is not found on a Company Profile?
* Language, Locale, and Time Zone
* Profiles
* Licenses
* Storage and Used Space
* Manage Currencies
* Fiscal Years

QUESTION 154

Users at Dreamhouse Reality are only allowed to see opportunities they own. Leadership wants an enterprise- wide dashboard of all open opportunities in the pipeline so that users can see how the company is performing at any point in time.

How should an administrator create the dashboard without changing any sharing setting?
* Update the dashboard to folder settings to manager for the sales reps role.
* Add a filter to the dashboard to filter the opportunities by owner role.
* Build individual dashboards for profiles that need to see the enterprise results.
* Create a dashboard with the running User set as someone who can see all Opportunities

QUESTION 155

Cloud Kicks (CK) captures whether an opportunity should be reviewed by someone in product engineering with a checkbox field called Needs Review. CK also has a picklist field on the opportunity for Product Type.

When a sales rep saves an opportunity, they need to select the Product Type or check the Needs Review box.

What should an administrator use to accomplish this?
* Before Save flow
* Validation rule
* Workflow rule
* Required fields

A validation rule is a feature that allows administrators to define criteria for data entry or import operations and display an error message when those criteria are not met. For example, a validation rule can require users to select a product type or check a needs review box when saving an opportunity by using an OR function that evaluates both fields. If neither field is populated, then the validation rule will prevent users from saving records with an error message. References:

https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5

QUESTION 156

Data validation ensures the integrity of data when data is exported in SF
* True
* False

QUESTION 157

The Campaign ROI Analysis Report uses which of the following calculations to determine the ROI percentage for a campaign?
* Total Amount of Opportunities / Expected Revenue
* Amount of Won Opportunities / Budgeted Cost
* Expected Revenue / Budgeted Cost
* (Amount of Won Opportunities minus Actual Cost) / Actual Cost
Section: Volume B

QUESTION 158

Name one place where inline Editing is not currently possible. (Choose 2 answers)
* List Views
* Related Lists
* Edit Page
* All of the above
Section: Volume B

QUESTION 159

What are three Setting an administrator should configure to make it easy for approvers to respond to approval requests?

Choose 3 Answers.
* Update the organizations chatter setting to allow approvals.
* Enable the organizations Email approval response setting.
* Specify initial submission actions within the approval process.
* Add the Items to approve component to the approvers home page.
* Create a flow to automatically approve all records.
To make it easy for approvers to respond to approval requests, the administrator should configure three settings:

* Update the organization’s chatter setting to allow approvals, which enables approvers to approve or reject requests from chatter feeds or email notifications

* Enable the organization’s Email approval response setting, which allows approvers to reply to approval request emails with keywords such as APPROVE or REJECT

* Add the Items to approve component to the approvers home page, which shows a list of pending approval requests that can be acted upon with one click Specifying initial submission actions within the approval process will not affect how approvers respond to requests. Creating a flow to automatically approve all records will bypass the approval process altogether. References: https://help.salesforce.com

/s/articleView?id=sf.approvals_considerations.htm&type=5 https://help.salesforce.com/s/articleView?

id=sf.approvals_email.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.

approvals_one_click.htm&type=5

QUESTION 160

When creating a sales process, the System Administrator will be modifying/filtering the values of the

__________ field.
* Amount
* Stage
* Next Steps
* Status
* Close Date
Section: Volume A

QUESTION 161

Which of the following is not a valid business process in Salesforce.com?
* Sales Processes
* Marketing Process
* Lead Processes
* Support Processes
* Solution Processes

QUESTION 162

List view can (Choose all that apply)
* Show up to 2000 records in the record count display
* Print up to 1000 records in print view
* Be enabled and disabled by individual users
* Print list can be exported to excel

QUESTION 163

CORRECT TEXT

What are the three report types available when creating custom reports?
Tabular,

Summary and Matrix

QUESTION 164

An administrator at Universal Containers is reviewing current security settings in the company’s Salesforce org.

What Should the administrator do to prevent unauthorized access to Salesforce?
* Disable TLS requirements for sessions.

* Enable multi factor authentication
* Customize organization wide default
* Enable caching and autocomplete on login page

Multi factor authentication (MFA) is a security feature that requires users to verify their identity using two or more factors when they log in to Salesforce. It can help prevent unauthorized access to Salesforce by adding an extra layer of protection beyond username and password. Enabling MFA can be done by administrators in the security settings or by users in their personal settings. Disabling TLS requirements for sessions, customizing organization wide defaults, or enabling caching and autocomplete on login page are not actions that would prevent unauthorized access to Salesforce; in fact, they may reduce security or have no effect on security at all. References: https://help.salesforce.com/s/articleView?id=sf.security_mfa.htm&type=5

QUESTION 165

Each workflow rule applies to a single object, such as leads, accounts, or opportunities.

* True
* False

QUESTION 166

Select the option that is NOT true of opportunities:

* I should use consistent naming conventions when identifying my opportunities (ex: Account Name – Package offered)
* Expected Revenue is automatically generated by multiplying the Amount field by the Probability Field (I do not need to add this figure)
* Close Date should be the “best” guess as to when I will close a deal
* The amount field is not for the estimated amount of the sale, but dollar amount I will pay Bill Nuttall for processing my order.
* Probability is the confidence factor that I will win the Opportunity, and is typically based on the Stage Value

Section: Volume J

QUESTION 167

The Account owner, Opportunity Owners and case owners:

* Has to be the same user
* Has to be from the Same Profile
* Has to be from the same Role
* Can be different Users

QUESTION 168

Cloud Kicks want its reports to show a Fiscal Year that starts on February 1 and has 12 months.

How Should the Administrator Address this requirement?

* Set the Fiscal Year to Custom and the starting month as February.
* Set the Fiscal Year to Custom and the duration to 4 quarters.
* Set the Fiscal Year to Standard and the starting month as February.
* Set the Fiscal Year to Standard and the duration to 12 months.

QUESTION 169

What describes the capabilities of Salesforce Knowledge?

* An automated tool that closes Cases based on historical information
* An automated Al tool that converts Leads to Opportunities given a predefined set of conditions

* A knowledge base composed of articles that can be written and used by support agents
* A knowledge base that uses Alto generate an article to solve customer support issues

QUESTION 170

CORRECT TEXT

Which fields cannot be followed in Chatter?
Auto

-number, formula, and roll-up summary fields Encrypted and read-only system fields The Expected Revenue field on opportunities