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Salesforce Certified Administrator (SU23)

Salesforce ADM-201

Version Demo

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Topic Break Down

Topic	No. of Questions
Topic 1, New Update	247
Topic 2, Volume A	100
Topic 3, Volume B	100
Topic 4, Volume C	100
Topic 5, Volume D	100
Topic 6, Volume E	100
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QUESTION NO: 1

In which two ways can users access Salesforce from their mobile devices? (Choose two.)

A. Install Salesforce Connect for mobile.

B. Install the Salesforce mobile configuration.

C. Use the downloadable Salesforce mobile application.

D. Use the Lightning Experience in web browser.

ANSWER: C D

QUESTION NO: 2

Which two capabilities are considerations when marking a field as required in Object Manager?

Choose 2 answers

A. The field is not required to save records via the API on that object.

B. The field is universally required to save a record on that object.

C. The field is added to every page layout on that object.

D. The field is optional when saving records via web-to-lead and web-to-case

ANSWER: B C

QUESTION NO: 3

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. An unlimited number of users.

B. A maximum of 5 users.

C. A maximum of 15 users.

D. A maximum of 10 users.

ANSWER: D

QUESTION NO: 4

Which of the following components lets customers find solutions to their cases on their own?

A. Call center

B. Email

C. Chat

D. Customer Portal

ANSWER: D

QUESTION NO: 5

On deleting a Tab from an Application _____.

A. Deletes the Tab from Salesforce.com

B. Deletes the tab from that Application

C. Deletes that particular Object of whose Tab is deleted

D. All of the Above

ANSWER: B

QUESTION NO: 6

A user at Cloud Kicks is having issues logging in to Salesforce. The user asks the administrator

to reset their password.

Which two options should the administrator consider when resetting the user's password?

Choose 2 answers

A. Resetting the password will change the user's password policy.

B. Single sign-on users can reset their own passwords using the forgot password link.

C. Resetting a locked-out user's password automatically unlocks the user's account.

D. After resetting a password, the user may be required to activate their device to successfully log in to Salesforce.

ANSWER: C D

QUESTION NO: 7

When creating a custom report type all objects display in the Primary Object drop-down list, including those you do not have permission to view. For example, even if you don't have permission to view leads, leads are available in the Primary Object drop-down list so that you can build lead report types for other users.

A. True

B. False

ANSWER: A

QUESTION NO: 8

What steps are part of the process to enable Multi-Currency in an organization?

A. Create a Sandbox

B. Contact salesforce.com to enable multiple currencies

C. Enable Advanced Currency Management

D. Choose a default currency

ANSWER: B D

Explanation:

Reference: https://success.salesforce.com/answers?id=9063A000000p4hLQAQ

QUESTION NO: 9

Where does Chatter Feed display?

A. On Chatter profiles.

B. On record detail pages.

C. On the Home tab and Chatter tab.

D. On List Views.

E. On Chatter groups

F. Under related lists.

ANSWER: A B C E

QUESTION NO: 10

Cloud Kicks has asked the administrator to test a new screen flow that create contacts.

What are two key components of testing the flow?

Choose 2 answers

A. Set Up a flow interview to test the flow.

B. Run the flow using it to create contacts.

C. Use Debug to test the flow in Flow Builder.

D. Test the flow in a sandbox.

ANSWER: B D

QUESTION NO: 11

If your company's fiscal year begins on February 1st and contains the 12 gregorian months, do you need to enable custom fiscal years?

A. Yes

B. No

ANSWER: B

Explanation:

As long as the fiscal year begins on the 1st of any month and follows the standard months, then custom fiscal years are not required.

QUESTION NO: 12

You can use Sharing Rules to grant wider access to data. You cannot restrict access below your OWD levels.

A. True

B. False

ANSWER: A

QUESTION NO: 13

Which Service Cloud and Service Cloud Console Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

A. Multiple Languages for Salesforce Knowledge

B. Salesforce Knowledge Article Number

C. Additional Case Article Fields Available for Reports and the Articles Related List

D. Salesforce Knowledge Sidebar for the Service Cloud Console (Contextual Knowledge)

E. Global Search for the Service Cloud Console

ANSWER: A C D

QUESTION NO: 14

Which tool should be used to Import more then 65000 records in Salesforce.com?

A. SFDC Import Wizard

B. Data Loader

ANSWER: B

QUESTION NO: 15

Can you make a standard field unique?

A. True

B. False

ANSWER: B

QUESTION NO: 16

Which statement is / are false for folders?

A. Access is defined either as Read or Read/Write

B. Access to folders does roll-up through role hierarchy

C. The document tab contains a control version capability

D. Access to folders does not roll-up through role hierarchy

ANSWER: B C

QUESTION NO: 17

Sales managers would like to know what could be implemented to surface important values

based on the stage of the opportunity.

Which tool should an administrator use to meet the requirement?

A. Dynamic forms

B. Path key fields

C. Opportunity processes

D. Workflow rules

ANSWER: B

QUESTION NO: 18

What happens when a user owns an opportunity record but does not have the Read permission on Opportunity Object?

A. He still sees the Opportunity record

B. He is not able to see the Opportunity Record

C. This case can never arise

ANSWER: B

QUESTION NO: 19

Marketing and Sales users at Universal Containers would like more visibility into Lead and Contact participation in this years Trade Show. How would an Administrator build this into the application? Choose

2 answers

A. Create Cross-object formula fields to display campaign member record details on a lead or a contact record

B. Alert lead and contact owners with workflow when a prospective customer regsiters for the event

C. Customize the campaign member related list on the lead or contact object

D. Create Cross-object formula fields to display lead or contact record details on a campaign member record

ANSWER: B C

QUESTION NO: 20

Which three objects can be added as Campaigns Members? (Choose three.)

A. Person Accounts

B. Leads

C. Contacts

D. Accounts

E. Individuals

ANSWER: B C D

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