

ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

Which of the following components is displayed only if the record in the detail view has associated records?

- A. List view
- B. Mini Page Layout
- C. Console layout
- D. Mini View

Correct Answer: D

QUESTION 2

When you delete a parent record, you will also delete the child record if that child record has a lookup relationship to the deleted record:

- A. True
- B. False

Correct Answer: B

QUESTION 3

Field Sets works on both Standard as well as Custom Objects?

- A. True
- B. False

Correct Answer: A

QUESTION 4

When do scheduled dashboard refreshes occur?

- A. Dashboards refresh in the time zone of the user who schedules the refresh.
- B. Dashboards refresh in the Organization Default Time Zone.

Correct Answer: A

QUESTION 5

Formula cannot reference any field that is restricted by Field level security

- A. True
- B. False

Correct Answer: B

QUESTION 6

What is the maximum number of records to be printed in the Printable View of a list view?

- A. 2.000
- B. 100
- C. 1.000
- D. 200

Correct Answer: C

QUESTION 7

Who can invite Chatter customers into a Chatter group?

- A. The system admin
- B. Group owner
- C. All Chatter users
- D. None of the above

Correct Answer: AB

QUESTION 8

Which of the following are true about List Views?

- A. Save list views for future use.
- B. Specify which groups of users have access to the list view.
- C. Print list views.
- D. Follow records and view related Chatter posts.
- E. Export List View data to Excel
- F. All of the above

Correct Answer: ABCD

QUESTION 9

Which data can be synched using the new Salesforce for Outlook?

- A. Custom objects
- B. Events
- C. Leads
- D. Contacts

Correct Answer: BD

QUESTION 10

What is the process to create a custom app?

- A. Create new App, select logo, assign profile
- B. Create new object, select logo, create profile

Correct Answer: A

QUESTION 11

Which of the following can be used to create a back up of data from Salesforce?

- A. Weekly Data Export
- B. Data Loader
- C. Import Wizard
- D. Reports
- E. Dashboards

Correct Answer: ABD

QUESTION 12

Which of the following is not a Roll Up summary field operation?

- A. SUM
- B. MAX

- C. MIN
- D. COUNT
- E. Average

Correct Answer: E

QUESTION 13

What needs to be specified to schedule a Report?

- A. Objects
- B. Date Range
- C. Location
- D. Frequency

Correct Answer: CD

QUESTION 14

Which of the following chart types does not support Combination Chart?

- A. Line
- B. Horizontal Bar
- C. Vertical Bar
- D. Funnel Chart
- E. Donut
- F. Line Cumulative

Correct Answer: DE

QUESTION 15

The Salesforce Console is an example of what?

- A. API
- B. Third Party Web integration/Application
- C. UI
- D. Java Script

Correct Answer: C

QUESTION 16

You can't package workflow rules with time triggers.

- A. True
- B. False

Correct Answer: A

QUESTION 17

Workflow rules can be triggered any time a record is saved or created, depending on your rule criteria:

- A. True
- B. False

Correct Answer: A

QUESTION 18

Email templates used in all of the following features must be public and active EXCEPT

- A. Web-to-Lead and Web-to-Case
- B. Send Email to a Contact
- C. Email-to-Case or On-Demand Email-to-Case
- D. Assignment rules
- E. Escalation rules

Correct Answer: B

QUESTION 19

Chatter Desktop is not available in which Salesforce Edition?

- A. Free Edition
- B. Group
- C. Professional

- D. Developer
- E. Enterprise
- F. Contact Manager

Correct Answer: A

QUESTION 20

When you click Printable view , the report will display in a print ready format in Excel?

- A. True
- B. False

Correct Answer: A

QUESTION 21

Which statements are true for the integrated campaign builder?

- A. Cannot filter views by more than one campaign at a time
- B. The maximum number of Leads/Contacts that can be added from a report at one time is 50,000
- C. The maximum number of Leads/Contacts that can be added from the wizard at one time is
- D. Can add converted leads to a campaign
- E. Integrated Campaign Builder views are not exposed through the Force.com API

Correct Answer: ABCE

QUESTION 22

You can enable field encryption by:

- A. Selecting "Enable Field Encryption" under Organization Wide Defaults
- B. Contacting Salesforce.com Customer Support
- C. It is enabled by default

Correct Answer: B

QUESTION 23

Which one of these may be a controlling field and a dependant field?

- A. Custom picklist
- B. Standard picklist
- C. Standard checkbox
- D. Custom checkbox

Correct Answer: A

QUESTION 24

Workflow Tasks are NOT tracked in the Activity History and can be reported on MMM?

- A. True
- B. False

Correct Answer: B

QUESTION 25

Which of the following statements is/are true for sharing rules? (Check all that apply)

- A. Sharing rules should be used when a user or group of users needs access to records not granted them by either role hierarchy or organization wide defaults
- B. Sharing rules apply only to new records owned by specified role or group member
- C. When you transfer records from user to another, the sharing rules are removed during the transfer.
- D. You cannot change the specified groups or roles for sharing rules.

Correct Answer: AD

QUESTION 26

If your company's fiscal year follows the Gregorian calendar, you must use Custom Fiscal Years.

- A. True
- B. False

Correct Answer: B

QUESTION 27

How many Custom Summary Formula Fields are allowed on a single Report?

- A. 5
- B. 10
- C. 15
- D. 20
- E. No limit

Correct Answer: A

QUESTION 28

A Record Owner has the following privileges:

- A. View and Edit Capabilities
- B. Transfer Capabilities
- C. Deletion Capabilities
- D. Import Leads Capabilities
- E. Import Opportunity Capabilities

Correct Answer: ABC

QUESTION 29

Which of following is granted by the Manage Territories Permission (Select all that apply)?

- A. Create and edit territories
- B. Add and remove users from territories
- C. Create and Edit Forecasts
- D. Create and edit account assignment rules
- E. Manually assign accounts to territories
- F. Configure organization-wide territory management settings

Correct Answer: ABDEF

QUESTION 30

Which is a capability of drag-and-drop dashboards? Choose 2 answers:

- A. Drag and Drop a dashboard onto any page in Salesforce
- B. Drag and Drop records onto a dashboard
- C. Drag and Drop reports onto a dashboard as the data source of the component
- D. Drag and Drop chart types onto a dashboard to create a component

Correct Answer: CD

QUESTION 31

When you transfer an Account which of the following objects are automatically transferred?

- A. Contacts (on business accounts only), attachments, open opportunities owned by the current account owner
- B. Contacts (on business accounts only), attachments, notes, open activities, open opportunities owned by the current account owner
- C. Attachments, notes, open activities, open opportunities owned by the current account owner
- D. Contacts (on business accounts only), attachments, notes, open activities

Correct Answer: B

QUESTION 32

When you define a Data Validation Rule, what else must you also define?

- A. Whether or not the field is required
- B. An Error Message
- C. What email gets sent if the Rule triggers
- D. Whether or not the record gets deleted

Correct Answer: B

QUESTION 33

What is the maximum length of the alias field?

- A. 12
- B. 10
- C. 8

Correct Answer: C

QUESTION 34

Which one of the following is a salesforce.com definition for an opportunity?

- A. Any person, organization or company that may be interested in your products and services, not yet customers
- B. An organization, individual or company involved with your business such as customers, competitors and partners
- C. Any potential revenue-generating event i.e. "sales deal"
- D. Any individual or influencer associated with an account

Correct Answer: C

QUESTION 35

Assignment rules allow Leads and Cases to be automatically assigned to users and queues based on criteria defined by the system administrator.

- A. True
- B. False

Correct Answer: A

QUESTION 36

AW computing has a discount workflow that requires approval from the Sales director when the discount is over 15% and from the VP of Global sales if the discount is over 30%. The sales rep has created a discount for 10% on a new opportunity. What happens when the sales Rep submits the request for approval?

- A. Discount will be automatically approved
- B. Request will be sent to the Sales director for approval
- C. Request will be sent to Sales director and VP of Global Sales for Approval
- D. Request will be sent to VP of Global Sales for approval

Correct Answer: A

QUESTION 37

List view can (Choose all that apply)

- A. Show up to 2000 records in the record count display
- B. Print up to 1000 records in print view

- C. Be enabled and disabled by individual users
- D. Print list can be exported to excel

Correct Answer: AB

QUESTION 38

Account Teams are not available for Professional Edition

- A. True B. False

Correct Answer: A

QUESTION 39

Formatting of report is maintained when it is exported via Printable View?

- A. True
- B. False

Correct Answer: A

QUESTION 40

The size limit for documents uploaded is:

- A. 1 Megabyte
- B. 3 Megabyte
- C. 5 Megabyte
- D. 25 Megabyte

Correct Answer: C

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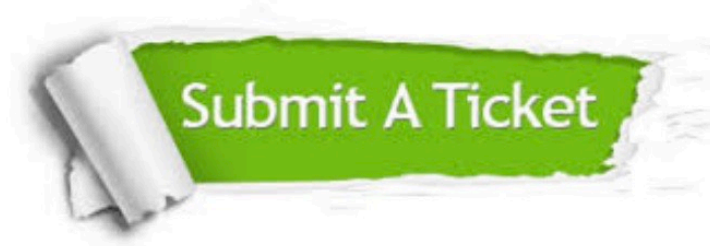
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