ADM-201 $^{Q\&As}$

Administration Essentials for New Admins

Pass Salesforce ADM-201 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.leads4pass.com/adm-201.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

Sales reps at Ursa Major Solar are having difficulty managing deals. The leadership team has asked the administrator to help sales reps prioritize and close more deals. What should the administrator configure to help with these issues?

A. Einstein Activity Capture

B. Einstein Search Personalization

C. Einstein Lead Scoring

D. Einstein Opportunity Scoring

Correct Answer: D

QUESTION 2

Which of the following statements is true about person accounts in backup exports?

A. If your organization uses person accounts and you\\'re exporting contacts, person account records are included in the contact data. However, the contact data only includes the fields shared by contacts and person accounts.

B. If your organization uses person accounts and you\\'re exporting contacts, person account records are not included in the contact data.

C. If your organization uses person accounts and you\\'re exporting contacts, person account records are included in the contact data. The export includes all fields from person accounts.

Correct Answer: A

QUESTION 3

Which action must be taken to view contacts associated with a case in the console?

A. The related lists of the case page layout must be modified

B. The custom links of the case page layout must be modified

C. The related object of the case page layout must be modified

D. The mini page layout of the case page layout must be modified

Correct Answer: D

QUESTION 4

A sales manager would like to view a dashboard from the perspective of different users and switch between users without editing the dashboard. How would an administrator enable this?

Leads4Pass

https://www.leads4pass.com/adm-201.html
2024 Latest leads4pass ADM-201 PDF and VCE dumps Download

A. Grant the sales manager the "Drag-and-Drop Dashboard Builder" permission.

B. Create the dashboard as dynamic dashboard.

C. Grant the sale manager the "Manage Dynamic Dashboards" permission.

D. Grant the sales manager the "View My Teams Dashboards" permission.

Correct Answer: BD

QUESTION 5

Universal Containers uses Accounts In its Sales process but only some users have access to them. New users require Read access to Accounts. Two of the new users require Edit access as well. How should an Administrator configure access for the new users?

A. Create a Permission Set to grant Account Edit access to specific users and modify the Standard User profile.

B. Create a sharing rule for Account View access and another sharing rule for Edit access to specific users.

C. Create a profile to grant Account View access and a Permission Set to grant Account Edit access to specific users.

D. Create a profile to grant Account Edit access and a Permission Set to restrict Read access to specific users.

Correct Answer: C

[ADM-201 VCE Dumps](#)   [ADM-201 Practice Test](#)   [ADM-201 Exam Questions](#)

[ADM-201 VCE Dumps](#) | [ADM-201 Practice Test](#) | [ADM-201 Exam Questions](#)   3 / 3