

# 100% Money Back Guarantee

**Vendor:** Salesforce

**Exam Code:** ADM-201

**Exam Name:** Administration Essentials for New Admins

**Version:** Demo

## DEMO

### QUESTION 1

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 2

What should a system administrator use to disable an application for a group of users?

- A. Sharing Rules
- B. Web tabs
- C. Page layouts
- D. Profiles
- E. Roles

**Correct Answer:** D

### QUESTION 3

Sales reps at AW Computing need assistance from product managers when selling certain products. Product managers do not have access to Opportunities but need to gain access when assisting on a specific deal. How can the system administrator accomplish this?

- A. Notify the product manager using opportunity update reminders
- B. Use similar opportunities to show opportunities related to the product manager
- C. Enable account teams and allow users to add the product manager
- D. Enable sales teams and allow users to add the product manager

**Correct Answer:** D

### QUESTION 4

To enable Field History Tracking for an object, the system administrator must also add the related list to the page layout.

- A. True
- B. False

**Correct Answer:** A

### QUESTION 5

The following are true about scheduling and emailing reports.

- A. The running user determines whose data is visible on the report.
- B. The running user must have access to the folder in which the report is saved.
- C. All email recipients must have access to the same folder.
- D. The report is emailed within 30 minutes of the Preferred Start Time
- E. All of the above

**Correct Answer:** E

### QUESTION 6

The Chatter Free license gives users the ability to access People, Profiles, Groups and Files as well as (choose all that apply)

- A. Make posts
- B. View comments
- C. Upload files
- D. Join groups
- E. View records

**Correct Answer:** ABCD

**QUESTION 7**

Case Assignment Rules are based on elapsed time

- A. True
- B. False

**Correct Answer:** A

**QUESTION 8**

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 9**

Searches and Filters that take a long time may be cancelled?

- A. True
- B. False

**Correct Answer:** A

**QUESTION 10**

How can an Administrator customize campaign members? Choose 2 answers: MMM

- A. Display Lead or Contact data directly on a campaign member record
- B. Create an approval process for new campaign members
- C. Customize the campaign history related list to include campaign member custom fields
- D. Display key campaign member data on an opportunity record

**Correct Answer:** AC

**QUESTION 11**

Which statement is TRUE regarding look up filters? Choose 2 answers

- A. Lookup filters are available in the Partner and Customer Portals
- B. Lookup filters can restrict lookup dialog results based on fields on the source object
- C. The special date values "Today" and "This Month" are valid criteria options.
- D. Lookup filters are case sensitive

**Correct Answer:** AD

**QUESTION 12**

What is Sharing Rule?

- A. Automated rules that grant access to groups of users
- B. Exceptions to Org. wide Defaults
- C. Rules given for group of user working closely on a project
- D. Irrelevant for Public Read / Write Organizations

**Correct Answer:** ABD

**QUESTION 13**

Dashboards can be created by using Standard Reports as Source Reports?

- A. True
- B. False

**Correct Answer:** A

**QUESTION 14**

Account team is a set of users that normally work together on \_\_\_\_\_?

- A. Accounts
- B. Leads
- C. Opportunities
- D. Contacts
- E. Cases

**Correct Answer:** A

**QUESTION 15**

Which of the following Email Template cannot be used to send a mass email?

- A. Text
- B. HTML with Letterhead
- C. Custom HTML
- D. Visual force

**Correct Answer:** D

**QUESTION 16**

Unmanaged packages do not include locked components but can be upgraded?

- A. True
- B. False

**Correct Answer:** B

**QUESTION 17**

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 18**

A user who has access to formula field can reference fields to which he or she doesn't have access to allowing him or her to view restricted data.

- A. True
- B. False

**Correct Answer: A**

**QUESTION 19**

The number of calculated values per report:

- A. 5
- B. 10
- C. 20
- D. 2
- E. 15
- F. 6

**Correct Answer: A**

**QUESTION 20**

Based on existing Master-Detail and Lookup relationships between objects, Sys Admins can create Custom Report Types to:

- A. Choose which standard and custom objects to display
- B. Select which fields can be used as columns
- C. Define both inner and outer joins

**Correct Answer: ABC**

**QUESTION 21**

Personal Tags can not be shared

- A. True
- B. False

**Correct Answer: A**

**QUESTION 22**

What is a Record Type? Select the right choice

- A. Allows you to define different sets of picklist values for both standard and custom picklist
- B. Allows you to define different sets of picklist values only for standard picklist
- C. Allows you to define different sets of picklist values only for custom picklist
- D. Allows you to define different sets of picklist values only for new picklist

**Correct Answer: A**

**QUESTION 23**

What data can you request for in the weekly data export?

- A. Only account data
- B. Only report data
- C. Accounts, opportunities, contacts, cases and solutions
- D. All organization data

**Correct Answer: D**

**QUESTION 24**

When using advanced currency management, can a past exchange rate be changes?

- A. Yes
- B. No

**Correct Answer:** A

**QUESTION 25**

What is the max length of the field type "Text"?

- A. 3200
- B. 320
- C. 255

**Correct Answer:** C

**QUESTION 26**

If your org is configured for data export, you can schedule automatic backup files at what intervals?

- A. Daily, Weekly, and Monthly
- B. Daily and Weekly
- C. Weekly and Monthly

**Correct Answer:** C

**QUESTION 27**

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 28**

Which will appear on your pipeline report?

- A. Leads
- B. Opportunities
- C. Accounts

**Correct Answer:** B

**QUESTION 29**

Standard Fields are?

**Correct Answer:** Created by SF and comes in Org. Field properties not editable.

**QUESTION 30**

What database actions can the DataLoader perform?

**Correct Answer:** Insert, Extract, Update, upsert and Delete

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