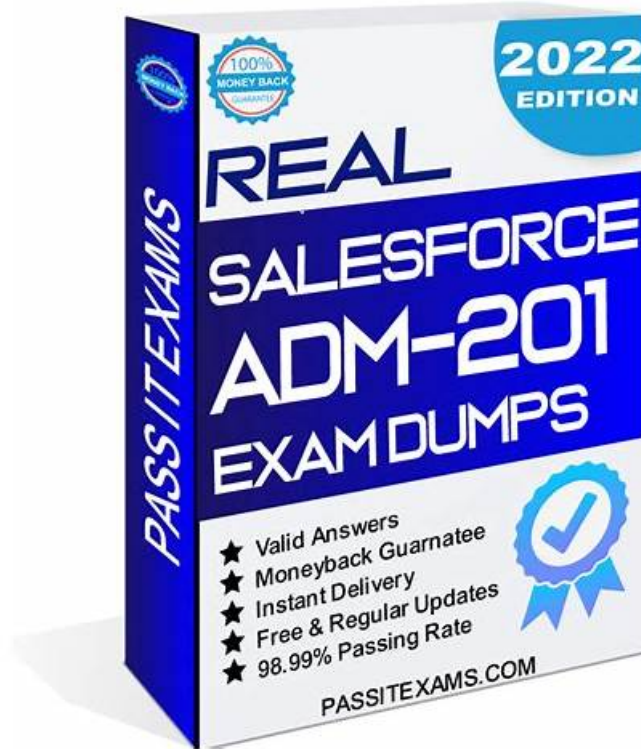


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Salesforce ADM-201 (Salesforce Certified Administrator) Exam is a globally recognized certification program that validates the knowledge and skills of Salesforce administrators. ADM-201 exam is designed to test the candidate's understanding of Salesforce administration concepts, such as user management, security, data management, and automation. Passing ADM-201 Exam is a great way to demonstrate your expertise in Salesforce administration and open up new career opportunities.

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Salesforce Certified Administrator Sample Questions (Q143-Q148):

NEW QUESTION # 143

What do you need to specify when you schedule a report?

- A. You need user with Marketing Profile to “Schedule Reports”
- **B. Click Run Report and choose Schedule Future Runs... from the drop-down button.**
- C. You need user to have a Manager Role
- D. You need user permission to “Schedule Reports”

Answer: B

NEW QUESTION # 144

When configuring Customizable Forecasting, you can set which of the following Forecast Dates for determining which opportunities contribute to the forecast?

- A. Commit Date
- B. Opportunity Close Date, Product Date, Schedule Date
- C. Product Date Only
- **D. Opportunity Close Date Only**
- E. Schedule Date Only

Answer: D

NEW QUESTION # 145

Northern Trail Outfitters wants to calculate how much revenue has been generated for each of its marketing campaigns. How should an administrator deliver this information?

- A. Create a roll-up summary field on Opportunity to Campaign.
- B. Add a Total Value Field on campaign and use a workflow rule to update the value when an opportunity is won.
- **C. Design a standard Campaign report and add the value Won Opportunities in Campaign field.**
- D. Perform periodic data job to update campaign records.

Answer: C

NEW QUESTION # 146

What will happen to the Chatter post in this situation?

- **A. The pending Chatter post will be canceled.**
- B. The pending Chatter post will be sent on the 10th of the month
- C. The pending Chatter post will be sent in 30 days.
- D. The pending Chatter post will be will be paused.

Answer: A

Explanation:

A pending Chatter post is a post that has been scheduled to be published at a future date and time. However, if the user who created the pending Chatter post is deactivated before the scheduled date and time, then the pending Chatter post will be canceled and will not be published. This is because deactivated users cannot create or edit posts in Chatter. References:

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

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

Is it possible to relate a person account to a contact on a business account.

- Answer: A**

Section: Volume B

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