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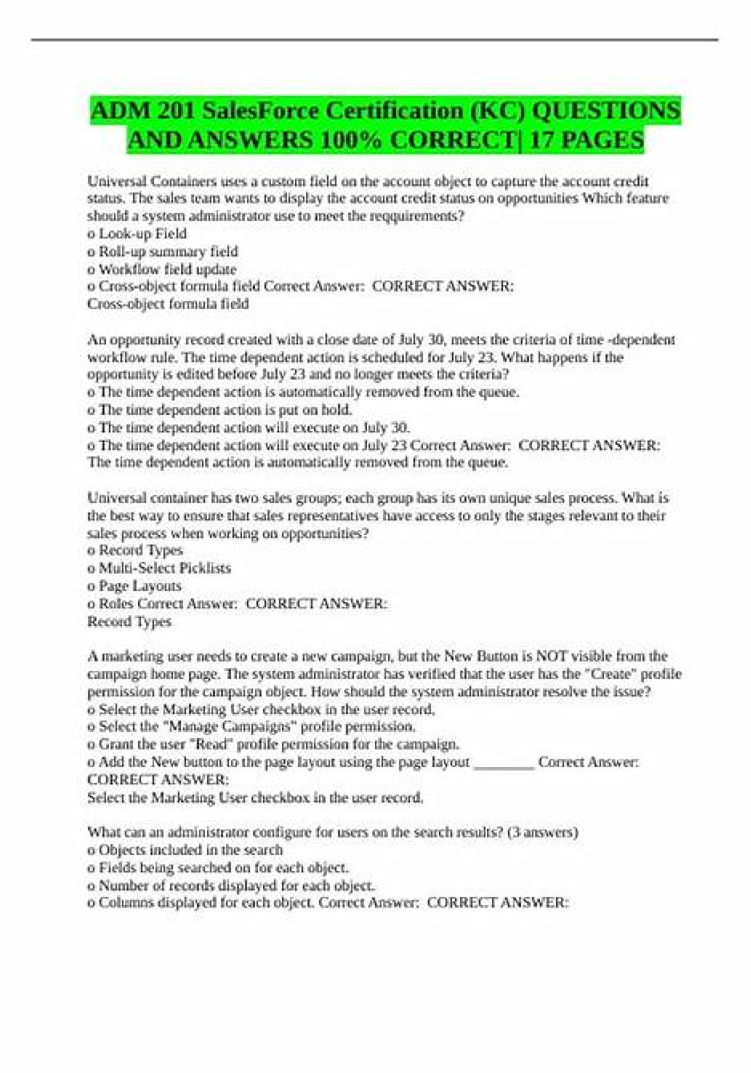

ADM 201 SalesForce Certification (KC) QUESTIONS AND ANSWERS 100% CORRECT| 17 PAGES

Universal Containers uses a custom field on the account object to capture the account credit status. The sales team wants to display the account credit status on opportunities Which feature should a system administrator use to meet the reqquirements?
o Look-up Field
o Roll-up summary field
o Workflow field update
o Cross-object formula field Correct Answer: CORRECT ANSWER:
Cross-object formula field

An opportunity record created with a close date of July 30, meets the criteria of time -dependent workflow rule. The time dependent action is scheduled for July 23. What happens if the opportunity is edited before July 23 and no longer meets the criteria?
o The time dependent action is automatically removed from the queue.
o The time dependent action is put on hold.
o The time dependent action will execute on July 30.
o The time dependent action will execute on July 23 Correct Answer: CORRECT ANSWER:
The time dependent action is automatically removed from the queue.

Universal container has two sales groups; each group has its own unique sales process. What is the best way to ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?
o Record Types
o Multi-Select Picklists
o Page Layouts
o Roles Correct Answer: CORRECT ANSWER:
Record Types

A marketing user needs to create a new campaign, but the New Button is NOT visible from the campaign home page. The system administrator has verified that the user has the "Create" profile permission for the campaign object. How should the system administrator resolve the issue?
o Select the Marketing User checkbox in the user record.
o Select the "Manage Campaigns" profile permission.
o Grant the user "Read" profile permission for the campaign.
o Add the New button to the page layout using the page layout _______ Correct Answer:
CORRECT ANSWER:
Select the Marketing User checkbox in the user record.

What can an administrator configure for users on the search results? (3 answers)
o Objects included in the search
o Fields being searched on for each object.
o Number of records displayed for each object.
o Columns displayed for each object. Correct Answer: CORRECT ANSWER:

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Salesforce Certified Administrator Sample Questions (Q58-Q63):

NEW QUESTION # 58
The administrator at Clod Kicks updated the custom object Event to include a lookup field to the primary contact for the event. When running an event report, They want to reference fields from the associated contact record.
What should the administrator do to pull contact fields into the Custom report?

- A. Configure formula fields on event to populate contact information
- B. Use a dashboard with filters to show Event and Contact data as requested.
- C. Edit the custom Event report type and add fields related via lookup.
- D. Create a new report type with event as the primary object and Contact as a related object.

Answer: C

Explanation:
Report type is a tool that can be used to pull contact fields into the custom report for Event. Report type defines the set of records and fields available to a report based on the relationships between a primary object and its related objects. To edit the custom Event report type and add fields related via lookup, go to Setup > Report Types and select the Event report type. Then click Edit Layout and drag the fields from the Contact object to the layout.References:https://help.salesforce.com/s/articleView?id=sf.
reports_builder_create_report_type.htm&type=5

NEW QUESTION # 59
An administrator has assigned a permission set group with the two-factor authentication for User Interface Logins permissions and the two-factor authentication for API Logins permission to a group of users.
Which two prompts will happen when one of the users attempts to log in to Data Loader?
Choose 2 answers

- A. Users need to enter a verification code from email or SMS, whichever has higher priority.
- B. Users need to download and install an authenticator app on their mobile device.
- C. Users need to connect an authenticator app to their Salesforce account.
- D. Users need to get a security token from a trusted network using Reset My Security Token.

Answer: A,C

Explanation:
Explanation
Two-factor authentication requires users to verify their identity with two pieces of information when they log in to Salesforce. One piece is their username and password, and the other is a verification code from an authenticator app or email or SMS.
References: https://help.salesforce.com/s/articleView?id=sf.identity_2fa_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.identity_2fa_login_flow.htm&type=5

NEW QUESTION # 60
Brokers at DreamHouse Realty need to see certain information about one or more cases when referencing the contact record. This record case Name, Case ID, Customer Name, Case Reason, Case Status, and Case Creation Date.
Which two changes in Setup should the administrator make?

- A. Edit the Related List component in the Lightning App Builder and choose Related List as the related list type.
- B. Edit the Related List component in the Lightning App Builder and choose Enhanced List as the related list type.
- C. Use the page layout editor to include the appropriate column in the Cases related list.

- D. Use the page layout editor to change the related list type to Enhanced List.

Answer: A,C

Explanation:
To see certain information about one or more cases when referencing the contact record, an administrator can use two methods: edit the Related List component in the Lightning App Builder and choose Related List as the related list type; and use the page layout editor to include the appropriate column in the Cases related list. The Related List component is a component that allows users to view and edit records related to a parent record on a record page. The Related List component has two types: Related List and Enhanced List. The Related List type shows records in a table format with columns that match the page layout of the parent record. The Enhanced List type shows records in a compact format with fewer columns and actions. To change the type of the Related List component, an administrator can use the Lightning App Builder and select either Related List or Enhanced List from the properties panel. The page layout editor is a tool that allows administrators to control how fields, related lists, buttons, etc., are arranged on a record detail or edit page for each object. To include appropriate columns in a related list, such as case name, case ID, customer name, case reason, case status, and case creation date for cases related to contacts, an administrator can use the page layout editor and drag and drop the desired fields from the palette to the Cases related list on the contact page layout.
References: https://help.salesforce.com/s/articleView?id=sf.lex_related_lists_component.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_pagelayouts_overview.htm&type=5

NEW QUESTION # 61
An administrator is planning to useData Loader to mass import new records to a custom object from a new API.
What will the administrator need to do to use the Data Loader?

- A. Append their security token at the end of their password to login.
- B. Use the Data Import Tool to mass import custom object records.
- C. Reset their password and their security token.
- D. Add a permission set that allows them to import data.

Answer: A

Explanation:
To use Data Loader to mass import new records to a custom object from a new API, the administrator will need to append their security token at the end of their password to login. The security token is an alphanumeric code that is required for API access when logging in from an IP address that is not trusted by Salesforce. The security token can be obtained from the user's personal settings or by resetting it via email.
Adding a permission set, resetting the password and the security token, or using the DataImport Tool are not necessary for using Data Loader. References: https://help.salesforce.com/s/articleView?id=sf.data_loader.
htm&type=5https://help.salesforce.com/s/articleView?id=sf.security_token.htm&type=5

NEW QUESTION # 62
When a record is deleted it sits in the recycling bin for 30 days

- A. True
- B. False

Answer: A

NEW QUESTION # 63
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