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Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

1. What should a system administrator use to disable access to a custom application for a group of users?
A. Profiles
B. Sharing rules
C. Web tabs
D. Page layouts - ✓✓A. Profiles

2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
B. Create a lookup field from the manufacturer object to the model object.
C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?

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

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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q52-Q57):

NEW QUESTION # 52

As part of their yearly audit, the compliance team at Cloud Kicks would like to track when a user's profile has been changed and who changed the data.

What should the administrator review to meet this requirement?

- A. Setup Audit Trail
- B. Historical Trending
- C. Field History Tracking
- D. Analytic Snapshot

Answer: A

Explanation:

The Setup Audit Trail is a tool that allows you to view and download a log of changes made in your org's Setup area. The log shows up to 20 fields of information for each change, such as who made it, when it was made, what type of change it was, and what values were changed. You can use the Setup Audit Trail to track configuration changes directly in production and identify any unauthorized or problematic changes. One of the changes that the Setup Audit Trail tracks is when a user's profile is changed and who changed it. This means that you can use the Setup Audit Trail to see when a user's profile has been changed and who changed the data.

Reference: <https://help.salesforce.com/s/articleView?id=sf.monitorsetup.htm&type=5>

NEW QUESTION # 53

Universal Containers is implementing a time recording system in Salesforce.

Employees are required to record their time in a work log custom object against either an opportunity or a case. The company wants to see total hours worked on an opportunity or a case. Which type of relationship field should an administrator use to relate the work log to the opportunity or case?

- A. Master-detail
- B. Hierarchical
- C. Lookup
- D. Junction

Answer: D

NEW QUESTION # 54

A Recruiting User needs to setup an object relationship between the Position object and the Job Applicant object so that a Position record can have many applicants and Job Applicant can apply for many positions.

He also needs this in a setup where deleting a Job Application record will delete all information related to the job applicant in the Position object. What can a system administrator do to fulfill the requirement? * (1 Point)

- A. Create a lookup relationship only on the parent object
- B. Create a master-detail relationship only on the child object
- C. Create a lookup relationship using a junction object.
- D. Create a many-to-many master-detail relationship using a junction object.

Answer: D

NEW QUESTION # 55

Your organization-wide defaults for access rights to Price Books are set to Use, but only Sales Reps should have access to Price Books, What should be your first step? * (1 Point)

- A. Leave the organization-wide default setting, but change the Sales Reps' access rights.
- B. Change the organization-wide default setting to View Only.
- C. Change the organization-wide default setting to No Access.
- D. Change the Sales Reps' access rights to Use.

Answer: C

NEW QUESTION # 56

A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only see Item records if they are also the owner of the Quota record.

What step should the administrator take to give access to all Item records?

Change the data format of the Quota relationship field from master-detail to lookup.

- A. Create a Quota criteria-based sharing rule using ISCHANGED for the Account Owner field.
- B. Re-assign the Quota master-detail to the primary and the
- C. Give the account owner Read access to both the Account and the Quota objects
- D. Account master-detail to secondary.

Answer: D

NEW QUESTION # 57

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