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Salesforce Certified Administrator Sample Questions (Q95-Q100):

NEW QUESTION # 95

A series of new report folders has been created. Which set of folder sharing options are available in Salesforce Classic to assign these new folders to the appropriate Salesforce users?

- A. Users, Managers, Public Groups, Roles, and Role and Subordinates
- B. Profiles, Roles, and Role and Subordinates
- C. Managers, Profiles, Public Groups, Roles, and Role and Subordinates
- D. **Users, Public Groups, Roles, and Role and Subordinates**

Answer: D

NEW QUESTION # 96

The system administrator was testing workflow rules and needs to delete pending time-based workflow actions. How can he/she do this?

- A. Deactivate the workflow rule
- B. None of the above
- C. Delete the workflow rule
- D. Reset passwords for all users of the org
- E. **Delete the actions in the Time-based Workflow queue**

Answer: E

Explanation:

Section: Volume A

NEW QUESTION # 97

What type of field administrators use when creating a junction object?

- A. Formula
- B. **Master-detail**
- C. Look-up
- D. Text area

Answer: B

Explanation:

Section: Volume K

Explanation/Reference: https://help.salesforce.com/articleView?id=relationships_manytomany.htm&type=5

NEW QUESTION # 98

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

- A. Clone the lead and convert the cloned record to a contact.
- B. **Convert the lead from the campaign member detail page.**
- C. Delete the lead and create a new contact and opportunity.
- D. Add a contact from a campaign member detail page.

Answer: B

Explanation:

To create a contact and an opportunity from a lead that is associated with a campaign, and keep the campaign member history, the administrator should convert the lead from the campaign member detail page. This will automatically create a contact, an account, and an opportunity that are linked to the campaign. Deleting, cloning, or adding a contact will not preserve the campaign member history. References: https://help.salesforce.com/s/articleView?id=sf.campaigns_leads.htm&type=5

NEW QUESTION # 99

When is a custom object created?

- A. **To capture unique data of the business**
- B. To enhance the look of the application
- C. When there is a need to add custom tabs
- D. When there is a need to create a custom field

Answer: A

NEW QUESTION # 100

With the development of the times, the pace of the society is getting faster and faster. If we don't try to improve our value, we're likely to be eliminated by society. Under the circumstances, we must find ways to prove our abilities. For example, getting the ADM-201 Certification is a good way. If we had it, the chances of getting a good job would be greatly improved. However, obtaining the ADM-201 certification is not an easy task.

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