

# ADM-201 Test Braindumps - ADM-201 Pass-Sure Torrent & ADM-201 Test Questions



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## Salesforce Certified Administrator Sample Questions (Q46-Q51):

### NEW QUESTION # 46

Dreamhouse Realty agents are double-booking open house event nights. The event manager wants to event submission process to help agents fill in event details and request dates.

How should an administrator accomplish the request?

- A. Create a workflow rule to update the Event Date Field.
- B. Create a campaign for agents to request event dates.
- C. **Create an approval process on the Campaign object.**
- D. Create a sharing rule so that other agents can view events.

**Answer: C**

Explanation:

To help agents fill in event details and request dates for open house events without double-booking them, the administrator should create an approval process on the Campaign object, which is used to manage marketing events in Salesforce. The approval process can define entry criteria based on campaign fields such as type or status, specify initial submission actions such as sending email alerts or updating fields, assign approvers who can review and approve event requests, and specify final approval actions such as creating tasks or updating fields. Creating a workflow rule, a sharing rule, or a campaign will not help agents request event dates or prevent double-booking. References:

[https://help.salesforce.com/s/articleView?id=sf.campaigns\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.campaigns_overview.htm&type=5)

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**NEW QUESTION # 47**

Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options.

What should an administrator configure to meet these requirements?

- A. Different page layouts that control the picklist values for the opportunity types
- B. Validation rules that ensure that users are entering accurate sales stage Information
- C. Public groups to limit record types and sales processes for opportunities.
- **D. Separate record types and sales processes for the different types of opportunities**

**Answer: D**

**NEW QUESTION # 48**

Which of the following components inherits the record type and profile associations, related lists, fields, and field access settings from its associated page layout?

- A. Related Objects
- B. Detail View
- **C. Mini Page Layout**
- D. Console layout

**Answer: C**

Explanation:

Section: Volume D

Explanation

**NEW QUESTION # 49**

You cannot change the name of the default Person Account record type, and you cannot create additional record types for Person Accounts

- A. True
- **B. False**

**Answer: B**

**NEW QUESTION # 50**

Existing records that meet the Workflow Rule criteria trigger the Rule.

- A. True
- **B. False**

**Answer: B**

**NEW QUESTION # 51**

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