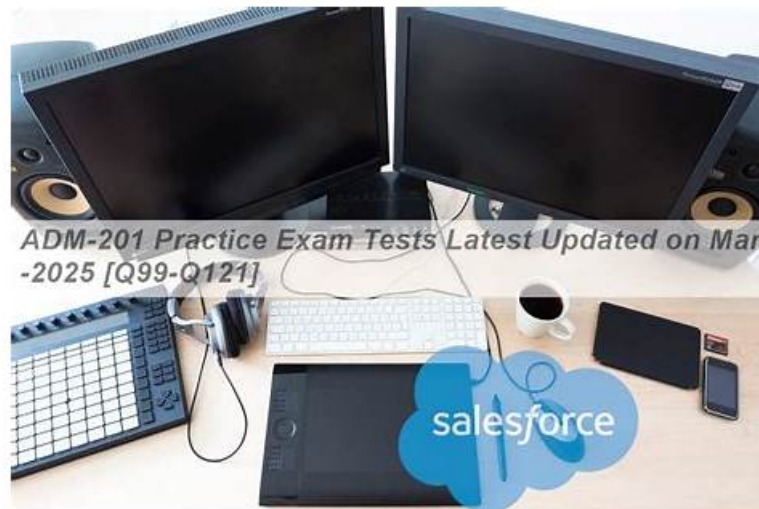


ADM-201 Online Training Materials, ADM-201 Practice Exam



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Salesforce ADM-201 (Salesforce Certified Administrator) Certification Exam is a widely recognized certification for professionals seeking to demonstrate their knowledge and expertise in Salesforce administration. ADM-201 exam is designed to test the skills and knowledge required to manage and administer Salesforce applications effectively. The ADM-201 exam is ideal for individuals who work in roles such as Salesforce administrators, business analysts, project managers, and consultants.

Domain 12: AppExchange (2%)

Within this subject, the learners need to demonstrate that they are able to determine the AppExchange application use cases.

Salesforce ADM-201 Certification Exam covers a wide range of topics, including Salesforce basics, data management, security, and automation. ADM-201 exam is divided into two parts - a multiple-choice section and a hands-on section. The multiple-choice section tests the candidate's knowledge of Salesforce concepts and features, while the hands-on section tests the candidate's ability to perform tasks within the Salesforce platform.

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Salesforce Certified Administrator Sample Questions (Q103-Q108):

NEW QUESTION # 103

Accounts can be created by converting a lead to an opportunity, or by manual entry.

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

Answer: B

Explanation:

Section: Volume J

NEW QUESTION # 104

Public groups can be any combination of other public groups, users, roles and _____.

- A. Managers
- B. Profile
- C. None of the above
- **D. Roles & subordinates**

Answer: D

Explanation:

Section: Volume A

NEW QUESTION # 105

Northern Trail Outfitters has asked an administrator to ensure that when a contact with a title of CEO is created, the contact's account record gets updated with the CEO's name.

Which feature should an administrator use to implement this request?

- A. Workflow Rule
- B. Validation Rule
- C. Quick Action
- **D. Process Builder**

Answer: D

Explanation:

Process Builder is a tool that can be used to implement this request. Process Builder can create record- triggered flows that execute actions when certain conditions are met. In this case, Process Builder can create a flow that executes when a contact with a title of CEO is created and updates the contact's account record with the CEO's name. References:

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

NEW QUESTION # 106

A service portal user may close their cases using Suggested Solutions in the self service portal.

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

Answer: B

Explanation:

Section: Volume B

NEW QUESTION # 107

Ursa Major Solar wants to use the Salesforce approval process.

What are two characteristics that make a sales process a good fit for the Salesforce approval process? Choose 2 answers

- A. There are approvals for all Opportunities by a Sales VP where a Sales VP is allowed to delegate their approval to

- B. The approval manager is randomly assigned from a public group of managers, and there is a second approval by the Sales VP.
- C. There is an approval to a queue member for all Opportunities and an additional approval by a Sales VP for Opportunities over a certain amount.
- D. The first level approval can be denied and automatically routed to the Sales VP for final approval.

NEW QUESTION # 108

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