ADM-201 Cert - ADM-201 Certification

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Salesforce ADM-201 Exam consists of 60 multiple-choice questions that need to be completed within 105 minutes. ADM-201 exam covers various topics such as Salesforce's data model, security model, user management, and reporting and analytics. To prepare for the exam, candidates can take online courses, attend training sessions, or study the official ADM-201 Exam Guide provided by Salesforce. Additionally, Salesforce offers a practice test that can help candidates understand the format and content of the actual exam.

The Salesforce ADM-201 Exam consists of 60 multiple-choice questions, which must be answered within 105 minutes. Candidates must achieve a minimum passing score of 65% to earn the Salesforce Certified Administrator credential. It is a challenging exam that requires a thorough understanding of the Salesforce platform and its capabilities. However, becoming a certified Salesforce Administrator can help professionals stand out in a highly competitive job market.

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Domain 5: Sales & Marketing Applications (14%)

Within this domain, the students should confirm their ability to define the sales process capacitates and impact depending on a scenario; determine the relevant sales productivity features with the help of opportunity tools, as well as understand when Price Books and products should be utilized depending on a scenario; define the capacities of campaign management and lead automation tools; define the Salesforce Content capacity.

Salesforce Certified Administrator Sample Questions (Q35-Q40):

NEW QUESTION # 35
Sales User is a standard profile.

- A. True

- B. False

Answer: B

NEW QUESTION # 36
Which of the following types of packages can be upgraded?

- A. Managed Packages
- B. Unmanaged Packages
- C. None of the Above
- D. Both A & B

Answer: A

NEW QUESTION # 37
Which statement is TRUE regarding Dynamic Dashboard:

- A. They perform calculations that standard dashboards cannot
- B. They show data from the perspective of the logged-in user.
- C. They are automatically created when you create a Custom Object
- D. They display the source report as you hover over a dashboard component

Answer: B

NEW QUESTION # 38
Marketing users at Cloud Kicks should be able to view and edit converted leads. The administrator has assigned them permission set with the View and edit Converted Leads permission.
Which two ways can the marketing users now access converted leads for editing?
Choose 2 answers

- A. Find them in the global search result.
- B. Utilize a list view where lead status equals Qualified.
- C. Use the Data Import Wizard,
- D. Search the Recent Records component on the homepage.

Answer: B,D

Explanation:
Marketing users with the View and edit Converted Leads permission set can access converted leads for editing in two ways:
Search the Recent Records component on the homepage: The Recent Records component displays a list of recently viewed records, including converted leads. Marketing users can click on the converted lead record they want to edit from the Recent Records component and edit it.
Utilize a list view where lead status equals Qualified: Marketing users can create a list view that displays converted leads where the status equals Qualified. They can then edit the converted leads from the list view.

NEW QUESTION # 39
A Standard Fiscal Year can start on May 1st.

- A. True
- B. False

Answer: A

NEW QUESTION # 40
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