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ADM 201 SalesForce Certification (KC) QUESTIONS AND ANSWERS 100% CORRECT| 17 PAGES

Universal Containers uses a custom field on the account object to capture the account credit status. The sales team wants to display the account credit status on opportunities Which feature should a system administrator use to meet the reqquirements?
o Look-up Field
o Roll-up summary field
o Workflow field update
o Cross-object formula field Correct Answer: CORRECT ANSWER:
Cross-object formula field

An opportunity record created with a close date of July 30, meets the criteria of time -dependent workflow rule. The time dependent action is scheduled for July 23. What happens if the opportunity is edited before July 23 and no longer meets the criteria?
o The time dependent action is automatically removed from the queue.
o The time dependent action is put on hold.
o The time dependent action will execute on July 30.
o The time dependent action will execute on July 23 Correct Answer: CORRECT ANSWER:
The time dependent action is automatically removed from the queue.

Universal container has two sales groups; each group has its own unique sales process. What is the best way to ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?
o Record Types
o Multi-Select Picklists
o Page Layouts
o Roles Correct Answer: CORRECT ANSWER:
Record Types

A marketing user needs to create a new campaign, but the New Button is NOT visible from the campaign home page. The system administrator has verified that the user has the "Create" profile permission for the campaign object. How should the system administrator resolve the issue?
o Select the Marketing User checkbox in the user record.
o Select the "Manage Campaigns" profile permission.
o Grant the user "Read" profile permission for the campaign.
o Add the New button to the page layout using the page layout _____ Correct Answer:
CORRECT ANSWER:
Select the Marketing User checkbox in the user record.

What can an administrator configure for users on the search results? (3 answers)
o Objects included in the search
o Fields being searched on for each object.
o Number of records displayed for each object.
o Columns displayed for each object. Correct Answer: CORRECT ANSWER:

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Salesforce Certified Administrator Sample Questions (Q21-Q26):

NEW QUESTION # 21
A previous administrator is no longer at Universal Containers, but still owns many records and is the default workflow user. Which security measure should the new administrator take"

- A. Reset the password for the previous administrator user.
- B. Freeze the previous administrator user.
- C. Delete the previous administrator user.
- D. Deactivate the previous administrator user.

Answer: D

NEW QUESTION # 22
Which one of these may be a controlling field and a dependant field?

- A. Custom picklist
- B. Standard checkbox
- C. Custom checkbox
- D. Standard picklist

Answer: A

Explanation:
Section: Volume H

NEW QUESTION # 23
A user responsible for managing and creating campaigns is unable to create a new campaign, even though the user's profile has the "Create" profile permission for Campaigns. How should a system administrator grant the correct access to the user?

- A. Assign the user to the standard Marketing User profile
- B. Grant the user delegated administration rights to campaigns
- C. Select the Marketing User checkbox on the user record
- D. Create a campaign sharing rule to grant access to the user

Answer: C

NEW QUESTION # 24
You can customize to restrict users ability to log in to saleforce.

- A. Security Settings
- B. Record Type
- C. Page Layout
- D. Role
- E. Profile

Answer: E

Explanation:
Section: Volume D

NEW QUESTION # 25

You are about to enter a new lead from a cold call into SFDC. What do you do first?

- A. Start entering the new lead
- B. Import the lead into SFDC using your Outlook email account
- C. Search to determine if the company record already exists in Salesforce because you NEVER want to add duplicate data.

Answer: C

Explanation:
Section: Volume J

NEW QUESTION # 26

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