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Salesforce ADM-201

Salesforce Certified Administrator

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Salesforce Certified Administrator Sample Questions (Q77-Q82):

NEW QUESTION # 77

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

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

Answer: C

NEW QUESTION # 78

Custom Summary Formulas can run calculations on custom formula fields.

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

Answer: B

Explanation:

Section: Volume F

NEW QUESTION # 79

A manager wants the sales team to update their opportunities on a regular basis. Which feature should a Platform Administrator implement to help with this?

- A. Big Deal Alerts
- **B. Opportunity Update Reminders**
- C. Scheduled Reports
- D. Similar Opportunities

Answer: B

Explanation:

Opportunity Update Reminders is a specific, automated feature in Salesforce designed exactly for this purpose. When enabled, it allows managers to automatically send an email to their direct reports with a list of their open opportunities. The email serves as a prompt for the reps to review their deals and ensure close dates, amounts, and stages are current. This is more effective than a general Scheduled Report (Option D) because it is a purpose-built notification system that can be configured by the manager. Big Deal Alerts (Option C) are for high-value deal notifications, not general pipeline hygiene. Similar Opportunities (Option A) helps with sales strategy but does not encourage record updates.

NEW QUESTION # 80

The Support Manager wants to send an automatic email to the Case Contact when a case is closed. Which automation tool can the administrator use?

- **A. Workflow Rule**
- B. Validation Rule
- C. Sharing Rule
- D. Case Auto-Response Rule

Answer: A

NEW QUESTION # 81

Do opportunities or cases have import wizards?

- **A. No**
- B. Yes

Answer: A

Explanation:

Section: Volume G

NEW QUESTION # 82

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