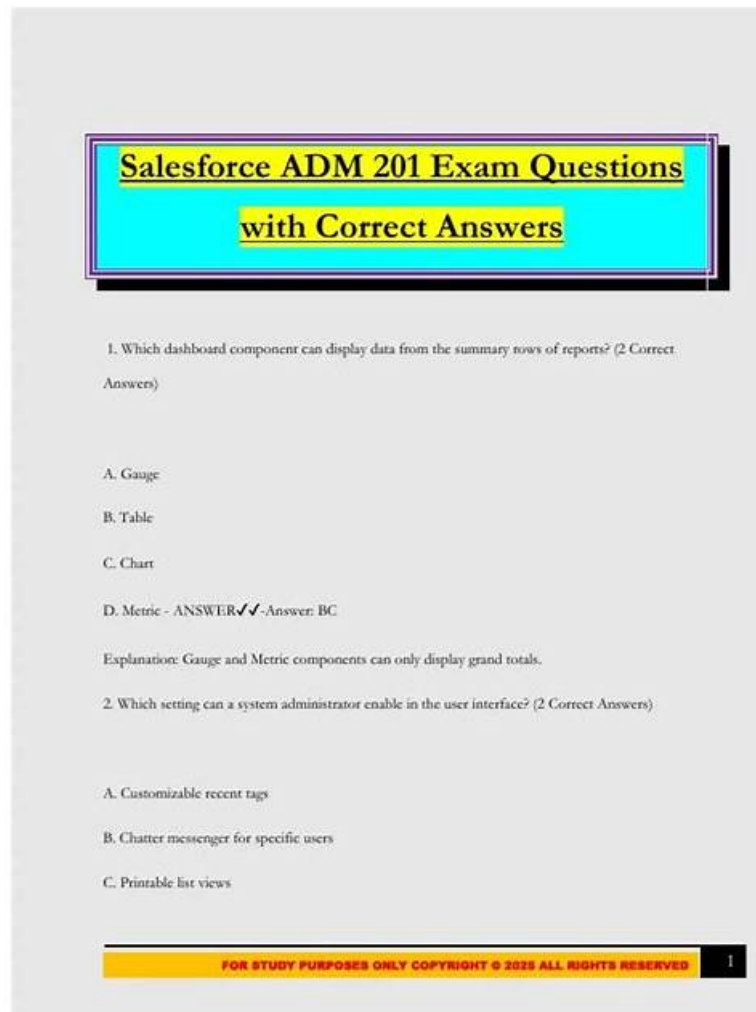


# Salesforce ADM-201 Exam Lab Questions & ADM-201 Pass Guide



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Salesforce ADM-201 is a certification program that validates the skills and knowledge of professionals who are responsible for managing and administering Salesforce solutions. Salesforce Certified Administrator certification exam is designed to test the candidate's ability to configure and manage Salesforce applications, security, data, and workflow automation. The ADM-201 Exam is suitable for individuals who have experience in Salesforce administration and have a thorough understanding of the platform's capabilities.

>> **Salesforce ADM-201 Exam Lab Questions** <<

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## Salesforce Certified Administrator Sample Questions (Q111-Q116):

### NEW QUESTION # 111

Mail Merge is available in which Salesforce Editions?

- A. Developer, Enterprise and Unlimited only
- B. Professional, Developer and Enterprise
- C. Professional and Enterprise
- **D. All editions**
- E. All except Professional
- F. Enterprise and Developer only

**Answer: D**

### NEW QUESTION # 112

You convert a lead that is linked to multiple campaigns what is inserted into the opportunity Campaign Source field?

- **A. The campaign with the most recently updated member status is mapped to the new opportunity**
- B. The first campaign linked to the lead, based on time stamp, is mapped to the new opportunity
- C. The campaign source field is left empty

**Answer: A**

### NEW QUESTION # 113

Universal Containers has a custom object named Feedback which is used to capture Users' candid comments about their experiences at work. The sales team manager and all representatives have roles in the role hierarchy with sales representatives directly under the sales team manager. HR requires that all feedback records be private to each User. Managers should not have access to subordinates' Feedback records.

Which action should an administrator take to ensure this requirement is met?

- A. Confirm Feedback object is set to Restricted and Uncheck 'Enable Role Hierarchy' in Organization-wide sharing.
- **B. Confirm Feedback object is set to Private and Uncheck 'Grant Access Using Hierarchies' in Organization-wide sharing.**
- C. Confirm Feedback object is set to Restricted and Uncheck 'Grant Access Using Hierarchies' in Organization-wide sharing.
- D. Confirm Feedback object is set to Private and Uncheck 'Enable Role Hierarchy' in Organization-wide sharing.

**Answer: B**

### NEW QUESTION # 114

Universal Containers wants to create a new sales team that focuses exclusively on small to medium business customers. This group will track information with the same fields and picklist values but will need two new options on the stage field.

How should the administrator accomplish this task?

- A. Create a new record type and page layout.
- **B. Create a new record type and sales process.**
- C. Create a new record type.
- D. Create a new sales process.

**Answer: B**

### NEW QUESTION # 115

Org wide default is set to private. Kathy is assigned US Sales Director role with access rights to view opportunities owned by other users associated to her accounts. Jennifer is assigned EMEA Rep Role and Phil to US rep role. Which business opportunities can Kathy VIEW and EDIT?

- A. Kathy can edit and view her own opportunities
- B. Kathy can EDIT and VIEW her jennifers opportunities
- C. Kathy can view but cannot EDIT phils opportunities
- D. Kathy can edit and view Phils opportunities
- E. Kathy can View but cannot edit Jennifers opportunities

**Answer: A,D,E**

## NEW QUESTION # 116

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