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Salesforce is one of the most widely used customer relationship management (CRM) platforms in the world. It is used by businesses of all sizes and industries to manage their customer interactions, track sales leads, and automate business processes. To become a certified Salesforce Administrator, professionals need to pass the ADM-201 exam. ADM-201 exam tests the knowledge and skills required to administer and customize Salesforce.

To be eligible to take the ADM-201 Certification Exam, you must have experience in Salesforce administration and be familiar with the Salesforce platform. You should also have a good understanding of the Salesforce data model, as well as be familiar with the various Salesforce features and functionality. ADM-201 exam consists of 60 multiple-choice questions and you will have 105 minutes to complete it. The passing score for the exam is 65%.

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Salesforce Certified Administrator Sample Questions (Q145-Q150):

NEW QUESTION # 145

The administrator at Cloud Kicks has been asked to replace two old workflow rules that are doing simple field updated when a lead is created to improve processing time.

What tool should the administrator use to replace the workflow rules?

- A. Before Save Flow
- B. Screen Flow
- C. Quick Action Flow

- D. Scheduled Flow

Answer: A

Explanation:

Explanation

Before Save Flows are a type of record-triggered flow that run before a record is saved and can update fields on that record without any additional actions or DML operations. They are faster and more efficient than workflow rules or process builder for simple field updates when a record is created or updated. References:

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

NEW QUESTION # 146

The account owner, opportunity owners, and case owners may or may not be the same user.

- A. True
- B. False

Answer: A

Explanation:

Section: Volume C

NEW QUESTION # 147

Which two capabilities are considerations when marking a field as required In Object Manager?

Choose 2 answers

- A. The field Is not required to save records via the API on that object.
- B. The field Is optional when saving records via web-to-lead and web-to-case.
- C. The field Is universally required to save a record on that object.
- D. The field Is added to every page layout on that object.

Answer: C,D

NEW QUESTION # 148

You can not use the browser's print function to print reports.

- A. True
- B. False

Answer: B

NEW QUESTION # 149

Report are available on the following tabs

- A. Contacts Tab
- B. Opp Tab
- C. Report Tab
- D. Account tab
- E. Home tab

Answer: C

NEW QUESTION # 150

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