

# Free ADM-201 Download Pdf - ADM-201 Lab Questions & ADM-201 Exam Practice

1. What should a system administrator use to disable access to a custom application for a group of users?

Choose one answer

- A. Profiles
- B. Sharing rules
- C. Web tabs
- D. Page layouts

2. Universal Containers needs to track the Manufacturer and Model for specific car companies.

How can the system administrator ensure that the selected Manufacturer provides the values available for the Model?

Choose one answer

- A. Create the Manufacturer field as a dependent picklist and the Model as a controlling picklist.
- B. Create a lookup field from the Manufacturer object to the Model object.
- C. Create the Manufacturer field as a controlling picklist and the Model as a dependent picklist.
- D. Create a multi-select picklist field that includes both Manufacturers and Models.

3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal.

How can a system administrator accomplish this?

Choose one answer

- A. Notify the product manager using opportunity update reminders.
- B. Enable Opportunity Teams and allow users to add the product manager.
- C. Use Similar Opportunities to show Opportunities related to the product manager.
- D. Enable Account Teams and allow users to add the product manager.

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## What Topics Are Covered in ADM-201 Exam?

This Salesforce Administrator certification exam evaluates the candidate's knowledge and competency in a long list of technical domains such as:

- **Management of Activities and Collaboration** — In this domain, candidates need to detail the benefits of activity management and talk about the aspects of Chatter like feed, security features, and the following.
- **User Setup** — This next area tests whether a candidate knows the steps involved in setting up a user and maintaining them (for example, assigning licenses, resetting passwords, and resolving user accounts that were locked). It also checks if candidates grasp what happens when they activate, deactivate, or freeze users.
- **Workflow as well as Process Automation** — Here, candidates need to choose the perfect automation solution given the process or workflow and have an understanding of the capabilities of the processes for approval.
- **Data Management** — This segment tests whether candidates know what to consider before transferring, updating, and massively removing pieces of data. It also checks how well candidates can identify data management tools, describe the benefits of data tools for validation, and know the different backup options available.
- **Service as well as Support Apps** — In this area, test-takers must explain the characteristics of managing cases, show how to automate case management, describe what can be done using the Salesforce knowledge, and finally, detail the power of Salesforce communities.
- **Reports on Analytics and Dashboards** — This objective evaluates whether candidates know the tools accessible when making a report, how the sharing structure influences reports, the choices to be made while dealing with dashboards, and the uses of custom kinds of reports.

## Salesforce Certified Administrator Sample Questions (Q41-Q46):

### NEW QUESTION # 41

The support team has asked the System Administrator to automate the notification of a customer's support plan ending - they would like for the Customer Support Rep to receive an email 30 days before the Support Plan Expires (Support Plan Expiration Date is on the Account record). What will the system administrator do?

- A. Create a workflow rule with an immediate action to email the Support rep but with a due date of 30 days before the Support Expiration Date
- B. This cannot be done
- C. Create a workflow rule with a time-based trigger to fire 30 days before the Support Plan Expiration Date and use an email action to notify the assigned Support Rep
- D. Create an Apex trigger to fire 30 days before Support Plan Expiration Date and use an email action to notify the assigned Support Rep

### Answer: C

Explanation:

Section: Volume A

### NEW QUESTION # 42

All of the following actions may take place on a Workflow Rule EXCEPT:

- A. Create an Event
- B. Outbound API message
- C. Create a Task
- D. Update Field

### Answer: A

### NEW QUESTION # 43

What does a profile control?

- A. Fields available for view in related lists

- B. Relationship between two objects
- C. Tasks that users can perform on records they access
- D. View of records that users access

**Answer: C,D**

#### NEW QUESTION # 44

Cloud Kicks (CK) captures whether an opportunity should be reviewed by someone in product engineering with a checkbox field called Needs Review. CK also has a picklist field on the opportunity for Product Type.

When a sales rep saves an opportunity, they need to select the Product Type or check the Needs Review box.

What should an administrator use to accomplish this?

- A. Workflow rule
- B. Before Save flow
- C. Validation rule
- D. Required fields

**Answer: C**

Explanation:

A validation rule is a feature that allows administrators to define criteria for data entry or import operations and display an error message when those criteria are not met. For example, a validation rule can require users to select a product type or check a needs review box when saving an opportunity by using an OR function that evaluates both fields. If neither field is populated, then the validation rule will prevent users from saving records with an error message. References:[https://help.salesforce.com/s/articleView?id=sf.fields\\_about\\_validation\\_rules.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fields_about_validation_rules.htm&type=5)

#### NEW QUESTION # 45

If single sign-on is enabled for your organization, API and desktop client users cannot log in to Salesforce CRM unless their IP address is included on your organization's list of trusted IP addresses or on their profile, if their profile has IP address restrictions set.

- A. False
- B. True

**Answer: B**

#### NEW QUESTION # 46

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