

ADM-201 Regualer Update, Valid Braindumps ADM-201 Questions



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Test Particulars

When it comes to the peculiarities of such a test, ADM-201 consists of 60 multiple-choice & multiple-select questions alongside 5 non-scored items, which the candidate will have to answer in 105 minutes. The first attempt of this exam will cost you \$200 plus all the taxes applicable, however, this price will be lower in case you're retaking the test. Thus, for the second try, you'll have to pay \$100 excluding taxes. To add more, the passing score for ADM-201 is 65% and during the test itself, the candidates are not allowed to use any reference materials. Finally, such an exam can be taken at a testing center or online and the vendor recommends that you complete the instructor-led training for a better chance of success.

Salesforce ADM-201 certification exam covers a wide range of topics, including Salesforce applications, data management, security, user management, and reporting. ADM-201 exam tests the candidate's ability to configure and manage Salesforce applications to meet business needs, as well as their knowledge of best practices in Salesforce administration. Salesforce Certified Administrator certification also requires candidates to have a good understanding of Salesforce features, functionality, and limitations.

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Salesforce Certified Administrator Sample Questions (Q147-Q152):

NEW QUESTION # 147

Dreamhouse Realty just announced its new home concierge offering. This product is unlike anything the company has offered in the past and follows a different business model.

What Should the administrator Configure to meet this requirement?

- A. Create a new sales process.
- B. Create a new approval process.
- C. Create a quick action.
- D. Create a new Opportunity product.

Answer: A

Explanation:

A sales process is a set of stages that an opportunity goes through as it moves from creation to close. It can be customized by administrators to match different business models or product lines within an org. Creating a new sales process can help Dreamhouse Realty define a different set of stages for its new home concierge offering that is unlike anything the company has offered in the past and follows a different business model.

Creating a quick action, a new approval process, or a new opportunity product are not solutions for creating a customized sales process; they are used for different purposes such as creating records, approving records, or adding products to opportunities.

References:

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

NEW QUESTION # 148

Which report format summarizes data in a grid against horizontal and vertical criteria and provides totals for both rows and columns?

- A. Tabular
- B. Matrix
- C. Summary

Answer: B

NEW QUESTION # 149

Northern Trail Outfitters has requested that when the Referral Date field is updated on the custom object Referral Source, the parent object Referral also needs to be updated.

Which automation solution should an administrator use to meet this request?

- A. Workflow Field Update
- B. Approval Process
- C. Process Builder
- D. Lightning Web Component

Answer: C

Explanation:

Explanation

Process Builder is an automation tool that allows you to create processes that perform actions based on criteria that you specify.

You can use Process Builder to update fields on related records when a record is created or updated. To meet the requirement of updating the parent object Referral when the Referral Date field is updated on the custom object Referral Source, you need to create a process that triggers when a Referral Source record is updated, checks if the Referral Date field has changed, and updates the Referral Date field on the related Referral record. References:

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

NEW QUESTION # 150

SIMULATION

Before creating record types for Leads, Opportunities, Cases or Solutions, you need to create what?

Answer:

Explanation:
Business processes

NEW QUESTION # 151

What type of relationship should be built for a one-to-one?

- A. Look-up Field
- B. Look-up Relationship
- C. Master-Detail Field
- D. Master-Detail Relationship

Answer: A,B

Explanation:
Section: Volume J

NEW QUESTION # 152

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