

# Real Salesforce ADM-201 Exam Questions -The Greatest Shortcut Towards Success

## Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

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

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

2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

- 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. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

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?

- 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. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

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## Salesforce Certified Administrator Sample Questions (Q65-Q70):

### NEW QUESTION # 65

A particular role needs edit on contacts, view, edit and delete on contracts and only view on accounts.

Where can the administrator make the change?

- A. Sharing role
- B. Public group
- **C. Profile**
- D. Organization wide default
- E. User record

**Answer: C**

### NEW QUESTION # 66

What feature would a system administrator implement to allow AW Computing's prospects/customers to complete a form on the corporate website and have that data automatically become a lead in Salesforce?

- A. Auto Response Rules
- **B. Web-to-Lead**
- C. Assignment Rules
- D. Escalation Rules

**Answer: B**

Explanation:

Section: Volume A

### NEW QUESTION # 67

Cloud Kicks users are seeing error messages when they use one of their screen flows. The error messages are confusing but could be resolved if the users entered more information on the account before starting the flow.

How should the administrator address this issues?

- **A. use a fault connector and display a screen with text explaining what went wrong and how to correct it.**
- B. Remove validation rules so that the users are able to process without complete records.
- C. Create a permission set to allow users to bypass the error.
- D. Uncheck the end user Flow Errors box in setup.

**Answer: A**

### NEW QUESTION # 68

What are two capabilities of the content delivery feature of Salesforce Content? (Choose two.)

- A. Customize the URL assigned to the content delivery.
- B. Encrypt certain delivery files.
- **C. Password protect content deliveries that contain sensitive data.**
- **D. Associate the content delivery with a Salesforce record.**

**Answer: C,D**

Explanation:

Section: Volume J

Explanation/Reference:

## NEW QUESTION # 69

The administrator for AW Computing is working with a user who is having trouble logging in to Salesforce. What should the administrator do to identify why the user is unable to log in?

- A. Check the attempted logins by running the setup audit trail.
- B. Pull the password history to ensure the password policy was followed.
- **C. Review the login history for the user.**
- D. Reset the security token for the profile.

### Answer: C

Explanation:

Explanation

To identify why a user is unable to log in to Salesforce, the administrator should review the login history for the user. The login history shows the date and time of each login attempt, the source IP address, the browser and platform used, the login type (such as username and password or single sign-on), and the status (such as success or failure). The login history can help troubleshoot common login issues such as incorrect username or password, invalid security token, IP restrictions, or login hours violations. Checking the attempted logins by running the setup audit trail, pulling the password history, or resetting the security token for the profile will not help identify why a user is unable to log in. References:

[https://help.salesforce.com/s/articleView?id=sf.monitoring\\_login\\_history.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.monitoring_login_history.htm&type=5)

## NEW QUESTION # 70

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