

# ADM-201<sup>Q&As</sup>

Administration Essentials for New Admins

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**QUESTION 1**

When you have exceeded your general storage limit, you can use your complimentary document storage for additional space.

- A. True
- B. False

Correct Answer: A

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**QUESTION 2**

When working on opportunities, sales representatives at Universal Containers need to understand how their peers have successfully managed other opportunities with comparable products, competing against the same competitors.

Which two features should an administrator use to facilitate this? (Choose two.)

- A. Big deal alerts
- B. Opportunity update reminders
- C. Chatter groups
- D. Opportunity Dashboard

Correct Answer: BD

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**QUESTION 3**

An administrator at Ursa Major Solar just learned about the AppExchange and how helpful it can be to the company's business. Which two actions can be accomplished via the AppExchange? (Choose two.)

- A. Download standard Lightning components.
- B. Find certified developers and consultants.
- C. Download the Dataloader data tool.
- D. Install industry-specific solution templates.

Correct Answer: BD

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**QUESTION 4**

Ursa Major Solar wants to upload 10,000 Campaigns to Salesforce. Which tool should the administrator utilize to accomplish this task?

- A. AppExchange package
- B. Data Loader
- C. Data Import Wizard
- D. Bulk Data Load Jobs

Correct Answer: C

Reference: <https://trailblazer.salesforce.com/ideaView?id=0873A000000cO4KQAU>

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#### QUESTION 5

What determines the suggested criteria for lookup filter?

- A. Previously used filter criteria
- B. Organization Wide Default settings
- C. The current application schema
- D. A survey taken when enabling this feature

Correct Answer: A

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