

ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

Salas and Customer Cant at Ursa Major Solar need to see different fields on the Case related list from the Account record. Sales users want to see Case created date and status while Customer Care would like to see owner, status, and contact.

What should the administrator use to achieve this?

- A. Related Lookup Filters
- B. Page Layout Editor
- C. Search Layout Editor
- D. Compact Layout Editor

Correct Answer: D

QUESTION 2

Ursa Major Solar has an opportunity record with a close date of November 15, which fulfills the criteria of a time-dependent workflow rule. The time-dependent action is scheduled for November 8. The opportunity is edited before November 8, however, and no longer meets the criteria.

What happens to the time-dependent action?

- A. It will execute on November 15.
- B. It will execute on November 8.
- C. It is automatically removed from the queue.
- D. It is put on hold.

Correct Answer: C

QUESTION 3

After a recent restructure of its Sales Department, Ursa Major Solar is having issues with records being omitted in the new Opportunity Report.

Which three questions should the Administrator ask to research this issue? (Choose three.)

- A. Do owners of all records have Roles and correct Territory Assignments?
- B. Do the records the sales managers expect to see match the filter criteria?
- C. Are records currently being shared with the sales manager?

- D. Have the owners of the records been frozen?
- E. Did the sales manager start from a copy or clone of an existing report?

Correct Answer: ABC

QUESTION 4

Can a Standard User Profile import members into a campaign?

- A. Yes.
- B. No.
- C. Only if they have "Import Campaign Members" permission checked.
- D. Only if they have "Modify All Data" permission checked.

Correct Answer: B

QUESTION 5

What does a profile control?

- A. Tasks that users can perform on records they access
- B. Relationship between two objects
- C. View of records that users access
- D. Fields available for view in related lists

Correct Answer: AC

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