

ADX-201^{Q&As}

Administrative Essentials for New Admins in Lightning Experience

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QUESTION 1

In a private sharing model, the following can be used when Role Hierarchy alone isn't sufficient when providing record access to users (choose all that apply)

- A. Forecasting
- B. Sharing rules
- C. Manual Sharing
- D. Teams (Account, Sales and Case)
- E. Apex Triggers

Correct Answer: BCD

QUESTION 2

Which of following is granted by the Manage Territories Permission (Select all that apply)?

- A. Create and edit territories
- B. Add and remove users from territories
- C. Create and Edit Forecasts
- D. Create and edit account assignment rules
- E. Manually assign accounts to territories
- F. Configure organization-wide territory management settings

Correct Answer: ABDEF

QUESTION 3

If a lead is converted without a value in the company field, what happens?

- A. A Business Account is created
- B. A Person Account is created
- C. You will be prompted to decide whether to create a Person or a Business Account
- D. Nothing

Correct Answer: B

QUESTION 4

As a system administrator you can create page layout in the console and assign it to profiles.

- A. True
- B. False

Correct Answer: A

QUESTION 5

Data Validation Rules are formulas that evaluate, "True".

- A. True
- B. False

Correct Answer: A

QUESTION 6

Is it possible to relate a person account to a contact on a business account.

- A. True
- B. False

Correct Answer: B

QUESTION 7

Fields hidden using Field Level Security are subject to Data Validation Rules.

- A. True
- B. False

Correct Answer: A

QUESTION 8

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

QUESTION 9

To prevent a user from logging into the Salesforce org outside normal business hours, the System Administrator would do this in:

- A. The user record
- B. The user's profile record
- C. Network settings
- D. The role hierarchy
- E. None of the above

Correct Answer: B

QUESTION 10

Which are true about Email to Salesforce Enhancements after Spring 11 release?

- A. You can now choose whether you'd like all emails to be sent to My Unresolved Items so you can manually assign them to related records or whether you'd like us to first try to automatically assign them.
- B. Is now available in all editions except contact manager and group.
- C. You can now choose whether you'd like emails we couldn't automatically assign to be sent to My Unresolved Items.
- D. These enhancements will automatically apply without the need for setup.

Correct Answer: AC

QUESTION 11

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

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

Correct Answer: BD

QUESTION 12

Universal Containers has decided to offer a partner its products at a discounted rate applied to all opportunities.

What should the Administrator do to make sure the appropriate prices are applied to products on opportunities for this partner?

- A. Create a custom object for the discounted products.
- B. Create a new discount Record Type on the Products object.
- C. Create a new list price on the Standard Price Book.
- D. Create a custom Price Book with the discounted list prices.

Correct Answer: A

QUESTION 13

When setting up an user, the first name of the user is not required.

- A. True
- B. False

Correct Answer: A

QUESTION 14

Which Service Cloud and Service Cloud Console Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

- A. Multiple Languages for Salesforce Knowledge
- B. Salesforce Knowledge Article Number
- C. Additional Case Article Fields Available for Reports and the Articles Related List
- D. Salesforce Knowledge Sidebar for the Service Cloud Console (Contextual Knowledge)
- E. Global Search for the Service Cloud Console

Correct Answer: ACD

QUESTION 15

A custom field is made Read only from the Field level security and Required from Page layout. The Field will be:

- A. Read Only for the User
- B. Required for the User
- C. Throws an error and don't allow to make Read only field Mandatory from page layout
- D. User is given a choice in a pop up window

Correct Answer: A

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