

Salesforce

ADM-201 Exam

Salesforce Certified Administrator Exam

Question: 1

Universal Containers wants to understand all of the configuration changes that have been made over the last six months. Which tool should an administrator use to gather this information?

- A. Setup Audit Trail
- B. Debug Log
- C. Custom Report Type
- D. Network Access Settings

Answer: C

Question: 2

Universal Containers (UC) is rolling out a new approval process. As the last step in the process after an Opportunity has been approved. UC wants to send a contract to its customer for signature. What should an Administrator suggest to implement this functionality?

- A. Check the "Send PDF" box on the approval process setup.
- B. Hire a consulting firm to develop a document signing framework.
- C. Install an app from the AppExchange.
- D. Utilize the Salesforce Autosign flow.

Answer: C

Question: 3

Which two actions can be completed with a workflow field update?
Choose 2 answers

- A. Change the record type of a record.
- B. Select a formula field for a field update.
- C. Apply a specific value to a field.
- D. Update the value of a field on a child object.

Answer: A, C

Question: 4

What are two capabilities of the content delivery feature of Salesforce Content?

Choose 2 answers

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

Answer: A, B

Question: 5

Users create expense reports and attach receipts in an Expenses app before submitting them for approval. What should the Administrator consider from a User's perspective when enabling this App for Salesforce Mobile?

- A. Users can search Salesforce Records, attach receipts as photos, and approve records from Chatter.
- B. Users can create records, attach receipts as photos, and submit for approval. Calculator
- C. Users can create list views, attach receipts as photos, and submit records for approval.
- D. Users can use Search, create list views, and receive record push notifications from Chatter.

Answer: A

Question: 6

Universal Containers has a private sharing model on Opportunities. The System Administrator has been asked to create a new custom object that will track customer payment information and will link to the Opportunity. Only those users with access to the Opportunity should be able to see the records on the new object.

What should the Administrator do to accomplish this task?

- A. Create a Master -Detail relationship with a Criteria Based Sharing Rule. Calculator
- B. Create a Master -Detail relationship with Profile permissions.
- C. Create a Lookup relationship with a Criteria Based Sharing Rule.
- D. Create a Lookup relationship with Profile permissions.

Answer: A

Question: 7

What is a valid organization -wide default option for the Account object?

- A. Public Read/Write/Delete
- B. Public Read/Write/Transfer
- C. Private
- D. No Access

Answer: C

Question: 8

Sales users need an easy way to let their colleagues know when they go on vacation. Multiple Books
How should the Administrator accomplish this task quickly?

- A. Create a workflow rule to send an email alert about the user's vacation dates.
- B. Enable Out of Office Message" functionality in Chatter.
- C. Enable Outlook Sync with Salesforce.
- D. Use Process Builder to add the users vacation dates to the department calendar.

Answer: B

Question: 9

Salesforce users have a session timeout of 1 2 hours. Management is requesting that the session timeout be increased to 24 hours and that the inactive users are logged out at that time.
How should a System Administrator accommodate this request?

- A. In Session Settings, choose 24 Hours, and check the box for Force logout on session timeout.
- B. In User Profiles, type in 24 Hours in the Timeout section, and uncheck the box for Force logout on session timeout.
- C. In Session Settings, choose 24 Hours, and uncheck the box for Force logout on session timeout.
- D. In User Profiles, type in 24 Hours in the Timeout section, and check the box for Force logout on session timeout.

Answer: A

Question: 10

Which three features can automatically create a Case?
Choose 3 answers

- A. Web -to -Case
- B. Process Builder
- C. Lightning for Outlook
- D. Email -to -Case
- E. SMS-to-Case

Answer: A, B, D
