

# DUMPS ARENA

## Salesforce Certified Administrator

Salesforce ADM-201

Version Demo

Total Demo Questions: 20

Total Premium Questions: 1424

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## Topic Break Down

Topic	No. of Questions
Topic 1, New Update	247
Topic 2, Volume A	100
Topic 3, Volume B	100
Topic 4, Volume C	100
Topic 5, Volume D	100
Topic 6, Volume E	100
Topic 7, Volume F	100
Topic 8, Volume G	100
Topic 9, Volume H	100
Topic 10, Volume I	100
Topic 11, Volume J	100
Topic 12, Volume K	100
Topic 13, Volume L	77
<b>Total</b>	<b>1424</b>

**QUESTION NO: 1**

It is only necessary for Identity Confirmation if IP address is unknown and browser cookie does not exist:

- A. True
- B. False

**ANSWER: A****QUESTION NO: 2**

An administrator at Dreamhouse Reality needs to Create Customized pages for the salesforce mobile app.

Which two types of pages could an administrator build and customize using the Lightning App Builder?

Choose 2 Answers

- A. User Page
- B. Dashboard page
- C. App page
- D. Record Page

**ANSWER: C D****QUESTION NO: 3**

You can map a single column from the CSV file to multiple fields in Salesforce SFA.

- A. True
- B. False

**ANSWER: A****QUESTION NO: 4**

Create ads that display on search engines is possible in Salesforce using:

- A. MSN
- B. Yahoo
- C. AOL
- D. Google

**ANSWER: D**

**QUESTION NO: 5**

When you delete a product, the opportunity associated with that product will be suspended until further action is taken.

- A. True
- B. False

**ANSWER: B**

**QUESTION NO: 6**

When I qualify a lead, the lead then automatically becomes: (Choose all that apply.)

- A. An opportunity
- B. An account
- C. A contact
- D. A campaign

**ANSWER: A B C**

**QUESTION NO: 7**

An administrator supporting a global team of salesforce users has been asked to configure company settings.

Choose 2 options

- A. Currency Locale
- B. Default Language

- C. Password Policy
- D. Login Hours

**ANSWER: A B**

**QUESTION NO: 8**

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

- A. Cloud Scheduler Enhancements.
- B. Email Attachment Enhancements
- C. Activity Attachment Enhancements
- D. Email Association Enhancements.
- E. Salesforce Mobile Usage Data in Custom Report Types.
- F. Email to Salesforce Enhancements.

**ANSWER: A E**

**QUESTION NO: 9**

Ursa Major Solar (UMS) is configuring the lead conversion process.

Which two factors should UMS consider before setting up the process? (Choose two.)

- A. Roll-up summary lead fields can be mapped to custom contact fields.
- B. Custom lead fields can be mapped to account, contact, and opportunity fields.
- C. Custom lead fields can be mapped to custom object fields.
- D. Standard lead fields are automatically converted to account, contact, and opportunity fields.

**ANSWER: B D**

**QUESTION NO: 10**

Which of the following can NOT be edited on the Page Layout Editor?

- A. Field positions
- B. Buttons

- C. Page sections
- D. Related lists
- E. Picklist values

**ANSWER: E**

#### QUESTION NO: 11

Which two statements about products and price books are true? (Choose two.)

- A. Price books that contain assets cannot contain products.
- B. The standard and list price for a product can be listed in multiple currencies.
- C. Products without a price are automatically added to the standard price book.
- D. A product can have a different list price in different price books.

**ANSWER: B D**

#### QUESTION NO: 12

If you schedule a dashboard refresh on the 31st day of every month, will the dashboard refresh in months without a 31st day?

- A. True
- B. False

**ANSWER: B**

#### QUESTION NO: 13

Ursa Major Solar placed a time-dependent action in the workflow queue when the record was created.

What are two situations that will cause this action to be removed from the queue? (Choose two.)

- A. If the action is deleted from the workflow queue
- B. If another record triggers the same workflow rule
- C. If the record no longer matches the rule criteria

D. If a validation rule is triggered for the record

**ANSWER: A C**

**QUESTION NO: 14**

In order to create a many-to-many relationship between two objects, a junction object must be created. This junction object will have a Master-Detail relationship to both objects.

- A. True
- B. False

**ANSWER: A**

**QUESTION NO: 15**

Users at Dreamhouse Reality are only allowed to see opportunities they own. Leadership wants an enterprise- wide dashboard of all open opportunities in the pipeline so that users can see how the company is performing at any point in time.

How should an administrator create the dashboard without changing any sharing setting?

- A. Update the dashboard to folder settings to manager for the sales reps role.
- B. Add a filter to the dashboard to filter the opportunities by owner role.
- C. Build individual dashboards for profiles that need to see the enterprise results.
- D. Create a dashboard with the running User set as someone who can see all Opportunities

**ANSWER: C**

**QUESTION NO: 16**

Folders are used to organize the following (Choose all that apply.)

- A. Dashboards
- B. Reports
- C. Documents
- D. Email templates

- E. All of the above
- F. None of the above

**ANSWER: E**

**QUESTION NO: 17**

What should a system administrator consider before importing a set of records into Salesforce.

- A. The import file should include a record owner for each record
- B. Validation rules are not triggered when importing data using the import wizard
- C. Data should be de-duplicated in the import file prior to import
- D. Currency field values will default to the personal currency of the record owner

**ANSWER: A C**

**QUESTION NO: 18**

On Lead Conversion a Lead Object Custom field cannot be mapped to Which Object custom field?

- A. Account
- B. Contacts
- C. Case
- D. Opportunity

**ANSWER: C**

**QUESTION NO: 19**

A new Sales Rep at Ursa Major has a qualified lead that is ready for conversation.

When using the Lead Conversion process, which two records can be Created?

Choose 2 answers

- A. Account
- B. Campaign

- C. Case
- D. Contact

**ANSWER: A D**

**QUESTION NO: 20**

The automated case user will be listed on the case history for all actions that are system defined, including:

- A. When a case is automatically assigned using assignment rules
- B. When a case is escalated
- C. When a case is created online via Web-to-Case
- D. When a Workflow is Triggered

**ANSWER: A B C**