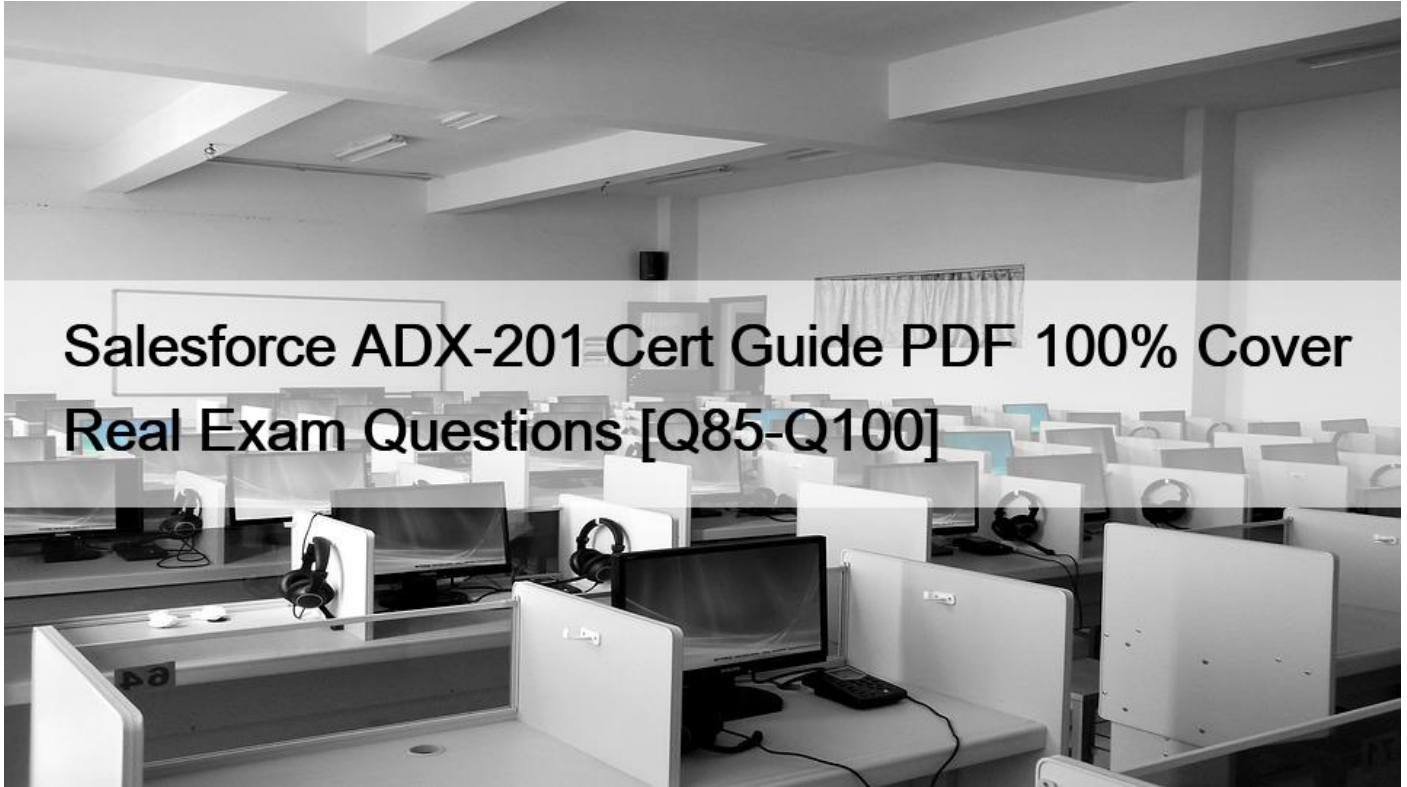


## Salesforce ADX-201 Cert Guide PDF 100% Cover Real Exam Questions [Q85-Q100]



Salesforce ADX-201 Cert Guide PDF 100% Cover Real Exam Questions  
Pass ADX-201 Exam - Real Questions and Answers

### Salesforce ADX 201 Certification Path

You must get an idea of exactly what this certification is, before investing your valuable time, effort, or money in Salesforce. The demand and the need for Salesforce certified professionals are rapidly growing and so Salesforce Admin Certification is becoming more and more popular. Different types of online training sessions are provided such as Intellipaat's online training sessions for the Salesforce Admin Qualification cost around \$510 USD. It is instructor-led teaching by subject professionals working in major organizations. This style of training includes live sessions with the teacher, along with a forum where you can clear all your course-based doubts.

Self-paced sessions are also offered at the cost of \$227 USD. This training mode involves pre-recorded video sessions. You can conveniently return to these talks and revisit the subjects you have skipped whether you have any difficulties with the lectures or have difficulty keeping up with the online meetings. You will also use these sessions to finish your exercise at your speed while you access these online lessons throughout your life.

### NEW QUESTION 85

The Director of Sales wants a report that shows the trending performance of his sales reps. He would like to see the trend by month, with a review of the previous 6 months. Which report format would you use to create this custom report?

- \* The Tabular Report

- \* The Summary Report
- \* Matrix Report.

#### NEW QUESTION 86

The Account Access, Contact Access and Opportunity Access options depend on your sharing model

- \* True
- \* False

#### NEW QUESTION 87

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

- \* Create and edit territories
- \* Add and remove users from territories
- \* Create and Edit Forecasts
- \* Create and edit account assignment rules
- \* Manually assign accounts to territories
- \* Configure organization-wide territory management settings

#### NEW QUESTION 88

When creating a custom report type Making the status **In Development**; hides the custom report type and any reports created from it from all users except those with the **Manage Custom Report Types** permission. Making the status **In Development**; also prevents all users except those with the **Manage Custom Report Types** permission from creating and running reports from the report type.

- \* True
- \* False

#### NEW QUESTION 89

Which information not captured on user record in Salesforce?

- \* Locale
- \* Hire date
- \* Employee number
- \* Delegated approval

#### NEW QUESTION 90

A user successfully login's at 3:00 PM, What happens at 3:31 PM, if the Login hours for the user's Profile are set from 7:30 AM to 3:30 PM?

- \* User is automatically Logged Out
- \* User keeps working continuously without any issues
- \* User is asked in a Pop-up window if he would like to extend his session
- \* User is logged out once he tries to do any DML (Data Manipulation) Operation i.e. Save, Edit etc.

#### NEW QUESTION 91

What information does the Company Profile Hold?

- \* Language, Locale, and Time Zone
- \* Licenses, Storage and Used Space

- \* Fiscal Year
- \* Forecasting
- \* None of the above

### NEW QUESTION 92

What does a workflow approval process do?

It

electronically captures

a business approval on

a SF data record.

### NEW QUESTION 93

With Spring 11 release, you can now sort line items in the Quote Line Items related list on a quote.

Syncing a quote with an opportunity also syncs product sort order.

- \* True
- \* False

### NEW QUESTION 94

A record is modified on 1/1/2008. It meets criteria for a time-based workflow rule; this rule schedules an action for 7 days after rule execution. On 1/4/2008 the record is modified and no longer meets workflow rule criteria.

On 1/5/2008 the record is modified and once again meets the initial time-based workflow rule criteria. How many workflow actions will execute and when?

- \* 1 on 1/8/2008
- \* 2 on 1/8/2008 and 1/12/2008
- \* 1 on 1/12/2008

When the record is modified and no longer meets criteria on 1/4 the initial workflow action is dropped from the queue. The workflow action created on 1/5 is scheduled for 7 days after rule execution (which is 1/5), therefore the only rule that would be executed is on 1/12.

### NEW QUESTION 95

Standard reports are visible through the Reports search.

- \* True
- \* False

### NEW QUESTION 96

Specifying a `running user` in dashboard means:

- \* Any user above running user can edit and delete the dashboard
- \* Any user below running user can view only their own records
- \* Any user can view all records that the running user role can view
- \* Only the running user can view the dashboard

### NEW QUESTION 97

When Chatter is enabled in an org, the following happens (choose all that apply).

- \* The Chatter app is added to the Force.com app menu
- \* The Chatter tab is added to all standard apps
- \* Accounts, Contacts, Cases, Leads and Opportunities are enabled for Chatter
- \* All users are added to the All Chatter group
- \* All of the above

### NEW QUESTION 98

Where are active currencies located?

- \* Security Control
- \* User record (Personal Setup)
- \* Company Profile
- \* None of the above

### NEW QUESTION 99

You can't package workflow rules with time triggers.

- \* True
- \* False

### NEW QUESTION 100

How is the expected revenue calculated in the opportunity?

- \* Amount multiplied by the total price of all opportunity line items
- \* The sales price on any line item times the probability of the opportunity
- \* Opportunity Amount multiplied by the probability
- \* Amount multiplied by the discount percent

## How to Prepare for Salesforce ADX 201 Exam **Preparation Guide for Salesforce ADX 201 Exam Introduction**

Salesforce is a solution for managing customer relationships that unite customers and companies. This is an interactive CRM platform that provides a single, shared view of every client in all the divisions including marketing, distribution, exchange, and operation. Provide the clients with the individual experience Salesforce demand 360 product via the Integrated CRM Platform. It delivers solid and related goods to boost marketing, revenue, exchange, operation, IT, and more. Salesforce is a digital cloud computing (SaaS) firm specializing in the management of client relationships (CRMs). There was a mistake. The app is now the number one of consumer satisfaction and allows organizations to track customer behavior, advertise to consumers, and more. Salesforce is common because it is bundled with features such as contact management, workflow development, task management, incentive monitoring, teamwork tools, customer experience tools, analytics, and interactive, smartphone dashboard.

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