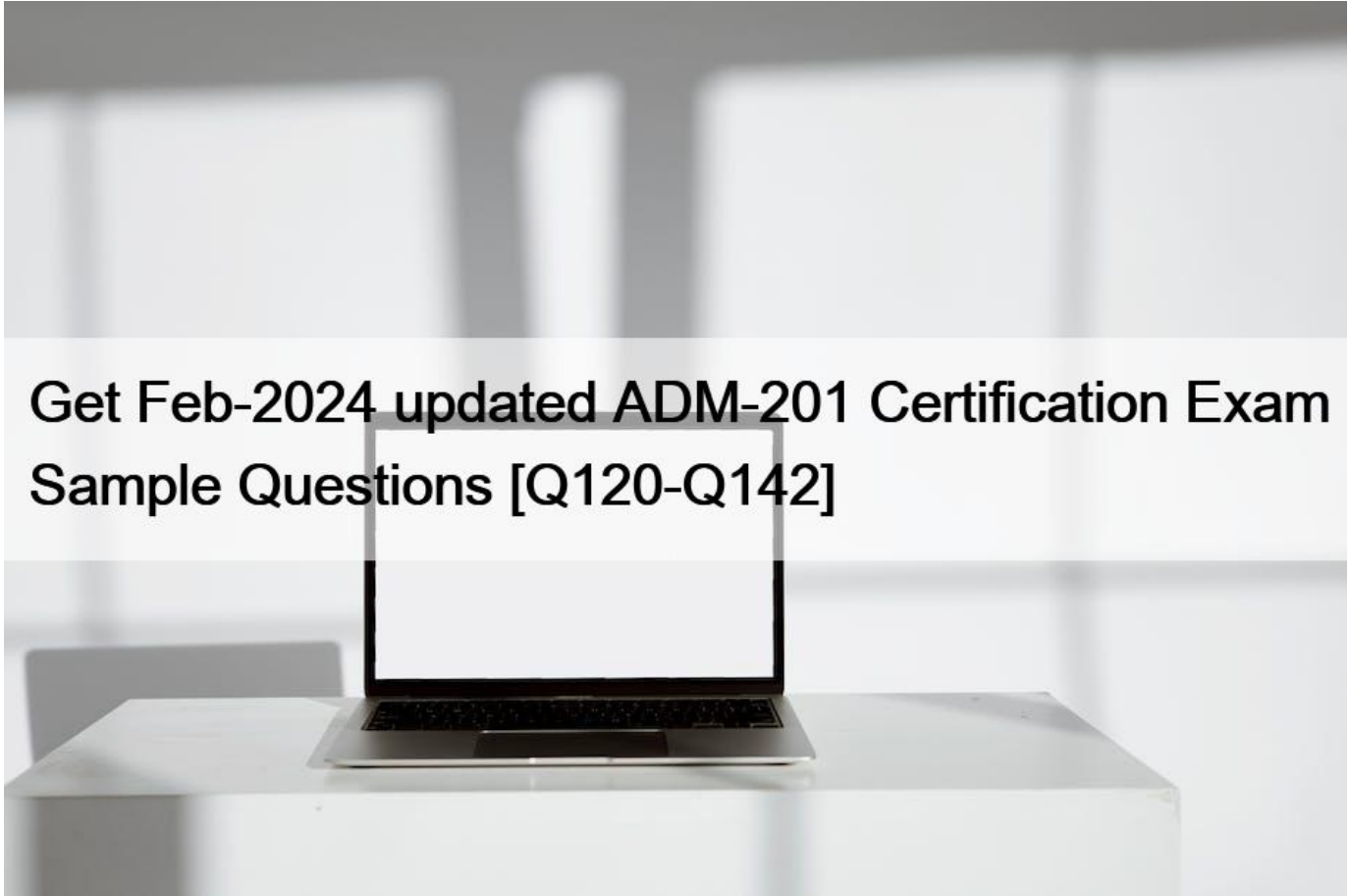# Get Feb-2024 updated ADM-201 Certification Exam Sample Questions [Q120-Q142

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Salesforce ADM-201 is a certification program that validates the skills and knowledge of professionals who are responsible for managing and administering Salesforce solutions. Salesforce Certified Administrator certification exam is designed to test the candidate's ability to configure and manage Salesforce applications, security, data, and workflow automation. The ADM-201 exam is suitable for individuals who have experience in Salesforce administration and have a thorough understanding of the platform's capabilities.

Salesforce ADM-201 Exam consists of 60 multiple-choice questions that need to be completed within 105 minutes. ADM-201 exam covers various topics such as Salesforce's data model, security model, user management, and reporting and analytics. To prepare for the exam, candidates can take online courses, attend training sessions, or study the official ADM-201 Exam Guide provided by Salesforce. Additionally, Salesforce offers a practice test that can help candidates understand the format and content of the actual exam.

NO.120 Chatter External license allow users outside the company to join public Chatter groups.

* True
* False

NO.121 Which statement is true regarding High Volume Portal users? Choose 2 answers

* Are not assigned to roles in the role hierarchy
* Are allotted extra data storage usage
* Can view documents from Content workspaces
* Cannot own an Account record

NO.122 Mail Merge is available in which Salesforce Editions?

* All except Professional
* Professional and Enterprise
* Professional, Developer and Enterprise
* Enterprise and Developer only
* Developer, Enterprise and Unlimited only
* All editions

NO.123 Workflow Rules Consist of the following components:

* Workflow Task
* Workflow Outbound Message
* Workflow Field Updates
* Workflow Actions
* Workflow Email Alerts

NO.124 What can be done with a workflow field update action? (2 answers)

* Change the record type of a record
* Update the value of a formula field
* Apply a specific value to. a field
* Update the value of a field on a child object.

NO.125 What is the maximum number of values you can have in a picklist?

* 500
* 250
* 600
* 1.000
* 2.000
Section: Volume C

Explanation

NO.126 In which two ways can users access Salesforce from their mobile devices? (Choose two.)

* Install Salesforce Connect for mobile.
* Install the Salesforce mobile configuration.
* Use the downloadable Salesforce mobile application.
* Use the Lightning Experience in web browser.
Section: Volume L

NO.127 Workflow rules never trigger on converted leads

* True
* False
Explanation/Reference:

Explanation/Reference:

Workflow rules only trigger on converted leads if validation and triggers for lead convert are enabled in your organization.

NO.128 Which two statements apply when custom fiscal year is enabled? Choose 2 answers
* The custom fiscal year must be defined manually.
* The custom fiscal year setting CANNOT be disabled.
* The defined custom fiscal year only affects forecasts.
* The custom fiscal year automatically updates product schedules.

NO.129 An S-Control may be used in all of the following ways EXCEPT:
* Dashboard Component
* Custom Button
* Custom Link
* Import Wizard

NO.130 The running user doesn’t override the sharing role while allowing users to see high-level sales data for everyone, not just
* True
* False

NO.131 Which of the following are standard Salesforce applications? (Select all that apply)
* Ideas
* Campaigns
* Administration
* Call Center
* Sales Center
Section: Volume D

NO.132 An Administrator needs to configure Ursa Major Solar’s Salesforce Mobile app with the company’s brand-specific images and color schemes.

Which set of branding options should the Administrator use?
* Individual Page Colors, Multiple Loading Page Logos
* Tab Colors, Action Colors, Loading Page Logo
* Loading Page Color, Action Colors, Loading Page Logo
* Loading Page Logo, Brand Color, Loading Page Color

NO.133 The administrator wants to create 3 custom fields: an auto-number, a text field and a picklist. Is it possible?
* Yes
* No, because auto-number is a standard field
* No, only multi select picklist can be custom created
* No, only 1 custom field can be created per object
Section: Volume H

NO.134 CORRECT TEXT

Which takes precedence: User’s language setting or Company profile default language?
User’s language setting.

NO.135 I can access a “list view” of records by clicking on the leads, opportunities, or accounts tabs. I can also filter my list views so I can see exactly what I need.
* True
* False

NO.136 How many profiles can load in a single list view with Enhanced Profile Management enabled?
* 300
* 500
* 200
* 1.000

NO.137 Which will appear on your pipeline report?
* Leads
* Opportunities
* Accounts
Section: Volume J

NO.138 When a record is deleted it sits in the recycling bin for 30 days
* True
* False

NO.139 If a lead, with a single marketing campaign is converted, the campaign information will map to the newly created contact and opportunity record automatically
* True
* False

NO.140 The administrator creates a validation rule that will require a custom text field called “Details” be updated based on the value of another picklist field called “Status.” Which two actions should the administrator take before activating the validation rule? Choose 2 answers
* Update the field types to be compatible with validation rules.
* Add the validation rule to the user’s profile.
* Add the fields to the page layout.
* Update the user’s profile to read/write access to both fields.

NO.141 What is the maximum length of the field type “Text Encrypted”?
* 255
* 191
* 128
* 256

NO.142 Is it possible for a user to own a record and not see it:
* True
* False

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