

ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

What is true about Lead Assignment Rule?

- A. Determines how Leads are automatically routed to User or Queue
- B. Contains Rule Entries, pre-defined business rules, that determine lead routing
- C. Virtual storage bin used to group leads based on criteria (e.g., industry, campaign)
- D. Users have visibility into the Lead Queues to which they are members

Correct Answer: AB

QUESTION 2

What would you change if all of your online help was displayed in English and you wanted it to be German?

- A. Default Language
- B. Default Locale
- C. Time Zone
- D. Default Currency

Correct Answer: A

QUESTION 3

At Universal Containers, if an account is consistently late or defaults on payments, users should be prevented from creating new opportunities for that account. The administrator has created a custom checkbox called Account_Credit_Alert__c on the Account object. ?

What should the administrator do to prevent new Opportunities from being created if the Account_Credit_Alert__c checkbox is checked?

- A. Create a validation rule on Opportunities.
- B. Create a cross-object formula on Accounts.
- C. Create a Process Builder and a field update on Opportunities.
- D. Create a criteria-based sharing rule on Accounts.

Correct Answer: A

QUESTION 4

How many Roll Up summary fields can be created in the enterprise Edition on a Custom Object?

- A. 10
- B. 20
- C. 30
- D. No restriction on no. of Fields

Correct Answer: A

QUESTION 5

Criteria-based sharing rules allow administrators to share records based on field values rather than record ownership.

- A. True
- B. False

Correct Answer: A

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