

ADX-201^{Q&As}

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QUESTION 1

Select the option that is NOT true of opportunities:

- A. I should use consistent naming conventions when identifying my opportunities (ex: Account Name ? Package offered)
- B. Expected Revenue is automatically generated by multiplying the Amount field by the Probability Field (I do not need to add this figure)
- C. Close Date should be the "best" guess as to when I will close a deal
- D. The amount field is not for the estimated amount of the sale, but dollar amount I will pay Bill Nuttall for processing my order.
- E. Probability is the confidence factor that I will win the Opportunity, and is typically based on the Stage Value

Correct Answer: D

QUESTION 2

The number of formulas in a Custom summary formula is limited to:

- A. 5000
- B. 3900
- C. 4000
- D. 3000

Correct Answer: B

QUESTION 3

It is possible for a User to own a record and not see it if they don't have the Read Permission to the Object.

- A. True
- B. False

Correct Answer: A

QUESTION 4

Universal Containers is having a quality control problem with one of its product lines. Which standard object can be used to track the extent of the problem?

- A. Account

- B. Case
- C. Product
- D. Opportunity

Correct Answer: B

QUESTION 5

Field-level security can be used to make a field required

- A. True
- B. False

Correct Answer: B

QUESTION 6

Which of the following is true if you remove the "Read" permission from a users profile for a standard object?

- A. Tabs of that object type will be visible, Fields of that type will not be visible on other tabs, related lists of that type will be visible on other tabs, search results will not return records of that type, report data for records of that type will not be available, merge fields of that type will not be available, and custom links of that type will not be visible
- B. Tabs of that object type will not be visible, Fields of that type will not be visible on other tabs, related lists of that type will not be visible on other tabs, search results will not return records of that type, report data for records of that type will not be available, merge fields of that type will not be available, and custom links of that type will not be visible
- C. Tabs of that object type will not be visible, Fields of that type will be visible on other tabs, related lists of that type will not be visible on other tabs, search results will not return records of that type, report data for records of that type will not be available, merge fields of that type will not be available, and custom links of that type will not be visible

Correct Answer: B

QUESTION 7

You can update licenses on the Company Profile.

- A. True
- B. False

Correct Answer: B

QUESTION 8

Which is a capability of a campaign? Choose 2 answers

- A. Add campaign members to other related campaigns using an Apex trigger
- B. Convert leads to contacts from the campaign record
- C. Update the campaign member status of a lead using the manage campaign members feature
- D. Track the number of business accounts related to a campaign

Correct Answer: AC

QUESTION 9

Following are the Custom Business Objects EXCEPT:

- A. Use Force.com builder to build your own objects
- B. Standard Salesforce.com Objects
- C. Capture key, related information that applies to your business
- D. Correlate to tables in the database
- E. All of the above

Correct Answer: B

QUESTION 10

How do you find out that the Approval Process is edited?

- A. Last Modified By Field
- B. Audit trail
- C. History Record on Approval page layout
- D. All of the Above

Correct Answer: D

QUESTION 11

Which is true about a Chatter Plus user?

- A. Contents, Ideas, Answers, Accounts, Contacts, Chatter, Groups, People, Profiles tab and up to ten Custom Objects only
- B. Contents, Ideas, Answers, Accounts, Contacts, Chatter, Groups, People, Profiles tab and up to 20 Custom Objects
- C. Accounts, Contacts and up to 10 Custom objects only.

D. It can access all that a Chatter Free user can, accounts and contacts and it can also access up to 10 custom objects only.

E. It can access all that a Chatter Free user can and it can also access up to 10 custom objects but not standard object.

Correct Answer: A

QUESTION 12

Joe is attempting to import an invalid value into a picklist field. The import wizard will respond with an error message.

A. True

B. False

Correct Answer: B

QUESTION 13

Is it possible for a Page layout to be associated with a Record Type.

A. True

B. False

Correct Answer: A

QUESTION 14

The account owner, opportunity owners, and case owners may or may not be the same user.

A. True

B. False

Correct Answer: A

QUESTION 15

Queues can be setup for which objects? (check all that apply)

A. Leads

B. Accounts

C. Opportunities

D. Custom Objects

E. Cases

Correct Answer: ADE

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