

ADX-201^{Q&As}

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QUESTION 1

Can an end user import Members into a Campaign?

- A. True
- B. False

Correct Answer: B

QUESTION 2

Which statement is TRUE regarding look up filters? Choose 2 answers

- A. Lookup filters are available in the Partner and Customer Portals
- B. Lookup filters can restrict lookup dialog results based on fields on the source object
- C. The special date values "Today" and "This Month" are valid criteria options.
- D. Lookup filters are case sensitive

Correct Answer: AD

QUESTION 3

If territory management is enabled for your organization and a lead is converted, how does it get assigned?

- A. Gets assigned to lead owner's territory
- B. Based on assignment rule
- C. Get assigned to the user's territory
- D. Based on territory field

Correct Answer: A

QUESTION 4

How many Solution records can be imported via Import Wizard?

- A. 500
- B. 5.000
- C. 50.000
- D. Solution Records cannot be imported via Import Wizard

Correct Answer: C

QUESTION 5

Your recycle bin record limit is _____ times the Megabytes (MBs) in your general storage

- A. 20
- B. 50
- C. 250
- D. 500

Correct Answer: C

QUESTION 6

A manager has a new report folder called "Awesome Team Reports" to store the reports that are relevant for the team. The manager wants to let the team lead add new reports to the folder and share access to the folder with the rest of the team.

Which level of access to the folder does the team lead need in order to complete this task?

- A. Editor
- B. Manager
- C. Administrator
- D. Viewer

Correct Answer: B

QUESTION 7

Ursa Major Solar has an opportunity record with a close date of November 15, which fulfills the criteria of a time-dependent workflow rule. The time-dependent action is scheduled for November 8.

The opportunity is edited before November 8, however, and no longer meets the criteria.

What happens to the time-dependent action?

- A. It will execute on November 15.
- B. It will execute on November 8.
- C. It is automatically removed from the queue.
- D. It is put on hold.

Correct Answer: C

QUESTION 8

Which two dashboards components should display data from the summary rows of a report? (Choose two.)

- A. Metric
- B. Chart
- C. Gauge
- D. Table

Correct Answer: BD

QUESTION 9

Why are Sharing Rules used?

- A. To open up access to records you wouldn't naturally get through Organization Wide, Defaults and RoleHierarchy. They are the exceptions to the Organization Wide Defaults.

Correct Answer: A

QUESTION 10

Data Validation rules is not supported in which Salesforce edition?

- A. Contact Manager
- B. Group
- C. Professional
- D. Developer
- E. Unlimited
- F. All Editions are supported

Correct Answer: F

QUESTION 11

API's are not available for use in which Salesforce.com edition?

- A. Developer Edition
- B. Professional edition
- C. Enterprise Edition
- D. Unlimited edition

Correct Answer: B

QUESTION 12

How can an administrator capture custom lead data on the converted contact when converting a lead?

- A. Map custom lead fields to standard contact fields.
- B. Map custom lead fields to custom contact fields.
- C. Use the data loader to move the custom lead data.
- D. Use the lead conversion wizard to select the fields.

Correct Answer: B

QUESTION 13

In which two locations can a system administrator assign a page layout? (Choose two.)

- A. Role
- B. Profile
- C. App
- D. Record Type

Correct Answer: BD

QUESTION 14

Standard Reports May be used as a starting point for Custom Reports

- A. True
- B. False

Correct Answer: A

QUESTION 15

Why would you create different Record Types?

- A. To allow users to use different page layouts
- B. To allow users to see different values in picklists depending on their job function
- C. To allow users to use different Business Processes depending on their job function
- D. All of the above

Correct Answer: D

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