

ADX-201C^{Q&As}

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QUESTION 1

What happens when you convert a Lead and an existing account and contact have the same name as the one specified on the lead?

- A. A new account and contact will be created with different Salesforce ID.
- B. You can choose to update the existing account and contact.
- C. The records will automatically update.
- D. The conversion will fail.
- E. The account and contact will automatically be overwritten

Correct Answer: B

QUESTION 2

Escalation rules only run during the business hours with which they are associated?

- A. True
- B. False

Correct Answer: A

QUESTION 3

Select the user permissions which override field-level security (Select all that apply):

- A. Modify All Data
- B. View All Data
- C. Configure UI
- D. View Encrypted Data

Correct Answer: ABD

QUESTION 4

On Lead Conversion a Lead Object Custom field cannot be mapped to Which Object custom field?

- A. Account
- B. Contacts

C. Case

D. Opportunity

Correct Answer: C

QUESTION 5

The automated case user will be listed on the case history for all actions that are system defined, including:

A. When a case is automatically assigned using assignment rules

B. When a case is escalated

C. When a case is created online via Web-to-Case

D. When a Workflow is Triggered

Correct Answer: ABC

QUESTION 6

All of the following are types of AppExchange Applications EXCEPT:

A. Composite

B. Client

C. Provisional

D. Native

Correct Answer: C

QUESTION 7

It is only necessary for Identity Confirmation if IP address is unknown and browser cookie does not exist:

A. True

B. False

Correct Answer: A

QUESTION 8

A Profile is a collection of settings and permissions that determine what the user can do with records they have access to and how they view those records.

- A. True
- B. False

Correct Answer: A

QUESTION 9

Identify the true statements about the workflow approval process?

- A. When a record is submitted for approval the Admin can edit the record
- B. You can forward an email approval request to another email address
- C. The approvers delegate can also approve a request
- D. Approvers can view an approval request from their home page
- E. Approvers can only access an approval page from the application

Correct Answer: AD

QUESTION 10

At Ursa Major Solar, Sales representatives use a custom report type for Account reports. New fields have been created on the Account Object.

An Administrator needs to report on the newly created fields.

What should the Administrator do to achieve this goal?

- A. From the Custom Report Type, Edit Layout, then add the new fields to the report.
- B. From the Custom Report Type, Edit Object Relationships, then add the new fields to the report.
- C. Create a new account report and add the new fields from the Report Builder.
- D. Create a new account report folder, go to share, and then add the new fields.

Correct Answer: A

QUESTION 11

Which types of files can be accessed from the Files tab?

- A. Files attached to a Chatter group post
- B. Files in Content Workspaces
- C. Files attached to a Chatter profile post

D. Files uploaded to the Documents tab

E. Files uploaded to the Solutions tab

Correct Answer: ABC

QUESTION 12

What database actions can the DataLoader perform?

A. Insert, Extract, Update, upsert and Delete

Correct Answer: A

QUESTION 13

When creating a sales process, the System Administrator will be modifying/filtering the values of the _____ field.

A. Amount

B. Stage

C. Next Steps

D. Status

E. Close Date

Correct Answer: B

QUESTION 14

Running User concept in Dashboard allows users to view Data which normally they can not view?

A. True

B. False

Correct Answer: A

QUESTION 15

Which of the following are options when transferring accounts (Multiple correct answers)

A. Transfer open opportunities

B. Transfer closed opportunities

- C. Transfer closed cases
- D. Transfer open cases
- E. Keep Account Teams
- F. Transfer custom objects

Correct Answer: ABCDE

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