

Salesforce ADM-201

SALESFORCE ADMINISTRATOR CERTIFICATION QUESTIONS & ANSWERS

Exam Summary – Syllabus – Questions

ADM-201

Salesforce Certified Administrator

60 Questions Exam – 65% Cut Score – Duration of 105 minutes

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Know Your ADM-201 Certification Well:

The ADM-201 is best suitable for candidates who want to gain knowledge in the Salesforce Administrator. Before you start your ADM-201 preparation you may struggle to get all the crucial Administrator materials like ADM-201 syllabus, sample questions, study guide.

But don't worry the ADM-201 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the ADM-201 syllabus?
- How many questions are there in the ADM-201 exam?
- Which Practice test would help me to pass the ADM-201 exam at the first attempt?

Passing the ADM-201 exam makes you Salesforce Certified Administrator. Having the Administrator certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Salesforce ADM-201 Administrator Certification Details:

| | |
|-------------------------------------|--|
| Exam Name | Salesforce Administrator |
| Exam Code | ADM-201 |
| Exam Price | Registration fee: \$200 USD Retake fee: \$100 USD |
| Duration | 105 minutes |
| Number of Questions | 60 |
| Passing Score | 65% |
| Recommended Training / Books | Administration Essentials for New Admins (ADM-201) Administration Essentials for New Administrators in Lightning Experience and Certification (ADX-201C) Preparing for Your Salesforce Administrator Certification (CRT-101) Administrative Essentials for New Admins in Lightning Experience (ADX-201) Lightning Experience Administrative Essentials for New Admins (ADX-201E) Trailhead Virtual Bootcamp for New Admins (TVB201) |
| Schedule Exam | PEARSON VUE |
| Sample Questions | Salesforce ADM-201 Sample Questions |
| Recommended Practice | Salesforce Certified Administrator Practice Test |

ADM-201 Syllabus:

| Section | Objectives | Weights |
|---|--|------------|
| Organizational Setup | <ul style="list-style-type: none"> - Describe the information found in the company settings (for example, fiscal year, business hours, currency management, default settings). - Distinguish between the various UI features that an administrator controls, including the implications (for example, UI settings, search settings, list views, homepage layouts). | 3% |
| User Setup | <ul style="list-style-type: none"> - Identify the steps to set up and/or maintain a user (for example, assign licenses, reset passwords, and resolve locked user accounts). - Understand the implications of activating, deactivating, or freezing a user. | 7% |
| Security and Access | <ul style="list-style-type: none"> - Explain the various organization security controls (for example, passwords, IP restrictions, identity confirmation, network settings). - Given a user request scenario, apply the appropriate security controls based on the features and capabilities of the Salesforce sharing model (for example, organization-wide defaults, roles and the role hierarchy, manual sharing, sharing rules, and public groups). - Given a scenario, determine the appropriate use of a custom profile or permission set using the various profile settings and permissions. - Describe how folders can be used to organize and secure communication templates, dashboards, and reports. | 13% |
| Standard and Custom Objects | <ul style="list-style-type: none"> - Describe the standard object architecture and relationship model. - Explain how to create, delete, and customize fields and page layouts on standard and custom objects, and understand the implications of deleting fields. - Given a scenario, determine how to create and assign page layouts, record types, and business processes for custom and standard objects. | 14% |
| Sales and Marketing Applications | <ul style="list-style-type: none"> - Given a scenario, identify the capabilities and implications of the sales process. - Given a scenario, identify the appropriate sales productivity features using opportunity tools, and know when products and Price Books should be used. - Describe the capabilities of lead automation tools and campaign management. - Describe the capability of Salesforce Content. | 14% |
| Service and Support Applications | <ul style="list-style-type: none"> - Describe the capabilities of case management (for example, case processes, case settings, and case comments). - Given a scenario, identify how to automate case management (for example, case assignment, auto-response, escalation, web-to-case, email-to- | 13% |

| Section | Objectives | Weights |
|--|---|------------|
| | case, case teams). - Describe the capabilities of Salesforce Knowledge. - Describe the capabilities of the Community application (for example, Ideas and Answers). | |
| Activity Management and Collaboration | - Describe the capabilities of activity management (for example, manage tasks, events, public calendars, multi-day events). - Describe the features of Chatter (for example, feed, groups, following, security). | 3% |
| Data Management | - Describe the considerations when importing, updating, transferring, and mass deleting data (for example, CSV files, data quality, field mapping, record IDs, external IDs, duplicate records). - Given a scenario, identify tools and use cases for managing data (for example, dataloader, data import wizard). - Describe the capabilities and implications of data validation tools. - Describe the different ways to backup data (for example, data export service, exports, dataloader). | 10% |
| Analytics—Reports and Dashboards | - Describe the options available when creating or customizing a report (for example, report type, report format, fields, summarizing data, filtering data, charting, scheduling, and conditional highlighting). - Describe the impact of the sharing model on reports. - Describe the options available when creating and modifying dashboards (for example, dashboard components, data sources, chart types, scheduling, and running user). - Describe the capabilities of custom report types. | 10% |
| Workflow/Process Automation | - Given a scenario, identify the appropriate automation solution based on the capabilities of workflow/process. - Describe capabilities and use cases for the approval process. | 8% |
| Desktop and Mobile Administration | - Describe the capabilities of the Salesforce Mobile App. - Describe the installation and synchronization options of Salesforce Lightning for Outlook. | 3% |
| AppExchange | - Identify use cases for AppExchange applications. | 2% |

Salesforce ADM-201 Sample Questions:

Question: 1

Which two should a system administrator consider before importing a set of records into Salesforce?

(Select two)

- a) The import file should include a record owner for each record.
- b) Currency field values will default to the personal currency of the record owner.
- c) Data should be de-duplicated in the import file prior to import.
- d) Validation rules are not triggered when importing data using the import wizard.

Answer: a, c

Question: 2

Which is a capability of the Cloud Scheduler?

(Select two)

- a) Allow a user to propose multiple meeting times
- b) Automatic propose meeting times based on Salesforce user calendars
- c) Sync a Salesforce calendar with an Outlook Calendar
- d) Custom brand different invitations per customer

Answer: b, d

Question: 3

Use a picklist to filter the values of one picklist based on the value of another picklist.

- a) Controlling
- b) Multi-select
- c) Dependent
- d) Independent

Answer: a

Question: 4

What should a system administrator use to disable access to a custom application for a group of users?

- a) Profiles
- b) Sharing rules
- c) Web tabs
- d) Page layouts

Answer: a

Question: 5

Where do you go to create a List View so that you can see it on the Console, under the Accounts object?

- a) Create a list view on the Console
- b) Create a list view on Accounts
- c) Create a list view on Contacts
- d) Create a field on the Console

Answer: b

Question: 6

The Data Import Wizard provides which benefits for importing data into Salesforce CRM?

(Select two)

- a) Ability to import data for all standard and custom objects
- b) Prevents duplicate records from being imported
- c) Ability to import more than 50,000 records
- d) Prevents workflow rules from firing as records are loaded into the system

Answer: a, b

Question: 7

What are the opportunity defaults when converting a lead to an opportunity?

- a) Stage Defaults to first option in the picklist, close date defaults to the last day in the quarter, and the amount defaults to blank
- b) Stage defaults to first option in the picklist, close date defaults to 3 months from conversion date, and amount defaults to blank
- c) User defines amount, close date, and stage upon conversion
- d) None of the above

Answer: a

Question: 8

How many other fields may a custom lead field be mapped to when converting a lead?

- a) One custom field
- b) Two custom fields
- c) Three custom fields
- d) Custom lead fields cannot be mapped

Answer: c

Question: 9

Which of the following is true about Master-detail relationship fields on custom objects?

(Select two)

- a) Ownership and access to the child record are determined by the parent
- b) The child record can be optionally deleted when the parent record is deleted
- c) Up to two master-detail relationship fields can be created on a custom object
- d) The parent relationship field on the child record is optional

Answer: a, c

Question: 10

A Roll-up Summary field can be created when which relationship field is already in place?

- a) Lookup relationship
- b) Hierarchical relationship
- c) Master-detail relationship
- d) Any of the above

Answer: c

Study Guide to Crack Salesforce Administrator ADM-201 Exam:

- Getting details of the ADM-201 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the ADM-201 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Salesforce provided training for ADM-201 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the ADM-201 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on ADM-201 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for ADM-201 Certification

Make VMExam.com your best friend during your Salesforce Administrator exam preparation. We provide authentic practice tests for the ADM-201 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual ADM-201 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the ADM-201 exam.

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<https://www.vmexam.com/salesforce/adm-201-salesforce-administrator>