

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 Salesforce 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 Salesforce 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.

ADM-201 Salesforce 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	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
Configuration and Setup	<ul style="list-style-type: none"> - Describe the information found in the company settings (for example: company settings fiscal year, business hours, currency management, default settings). - Distinguish and understand the administration of declarative configuration of the User Interface. (for example: UI settings, app menu, list views, global actions, Lightning App Builder). - Given a scenario, demonstrate the proper setup and maintenance of users. - Explain the various organization Security Controls. (for example: Setup Audit Trail, Login Hours, Session Settings) - Given a user request scenario, apply the appropriate security controls based on the features and capabilities of the Salesforce sharing model. (for example: public groups, org wide default, sharing: roles, subordinates, hierarchy, report and dashboard folders) - Given a scenario, determine the appropriate use of a custom profile or permission set using the various profile settings and permissions. 	20%
Object Manager and Lightning App Builder	<ul style="list-style-type: none"> - Describe the standard object architecture and relationship model. (for example: standard object, parent/child, master detail/lookup/junction relationships, and record types.) - Explain how to create, delete, and customize fields and page layouts on standard and custom objects, and know 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. 	20%
Sales and Marketing Applications	<ul style="list-style-type: none"> - Given a scenario, identify the capabilities and implications of the sales process. (for example: sales process, opportunity, path, and forecast impact.) - Given a scenario, apply the appropriate sales productivity features using opportunity tools. (for example: dashboards, lead scoring, Einstein opportunity scoring, and home page assistant.) - Describe the capabilities of lead automation tools and campaign management. (for example: leads, lead convert, lead assignment rules, campaign and campaign members.) 	12%
Service and Support Applications	<ul style="list-style-type: none"> - Describe the capabilities of case management. (for example: case, case assignment rules, and queues.) - Given a scenario, identify how to automate case management. (for example: support process, case auto-response rules, and case escalation.) 	11%

Section	Objectives	Weights
Productivity and Collaboration	<ul style="list-style-type: none"> - Describe the capabilities of activity management. - Describe the features of Chatter. - Describe the capabilities of Salesforce Mobile App. - Identify use cases for AppExchange applications. 	7%
Data and Analytics Management	<ul style="list-style-type: none"> - Describe the considerations when importing, updating, transferring, mass deleting, exporting and backing up data. - Describe the capabilities and implications of data validation tools. - Describe the options available when creating or customizing a report or report type. - Describe the impact of the sharing model on reports. - Describe the options available when creating and modifying dashboards (e.g., dashboard components, data sources, chart types, Subscribing, running user). 	14%
Workflow/Process Automation	<ul style="list-style-type: none"> - Given a scenario, identify the appropriate automation solution based on the capabilities of the tool. - Describe capabilities and use cases for Flow. - Describe capabilities and use cases for the approval process. 	16%

Salesforce ADM-201 Sample Questions:

Question: 1

Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal.

How can a system administrator accomplish this?

(Choose one answer:)

- a) Notify the product manager using opportunity update reminders.
- b) Enable opportunity teams and allow users to add the product manager.
- c) Use similar opportunities to show opportunities related to the product manager.
- d) Enable account teams and allow users to add the product manager.

Answer: b

Question: 2

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: 3

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: 4

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

Question: 5

Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

Choose one answer:

- a) Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
- b) Create a lookup field from the manufacturer object to the model object.
- c) Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
- d) Create a multi-select picklist field that includes both manufacturers and models.

Answer: c

Question: 6

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: 7

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: 8

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: 9

Which two statements about custom summary formulas in reports are true?

(Choose two answers)

- a) Reports can be grouped by a custom summary formula result.
- b) Custom summary formulas can reference a formula field within a report.
- c) Custom summary formulas can reference another custom summary formula.
- d) Custom summary formulas can be used in a report built from a custom report type.

Answer: b, d

Question: 10

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

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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