Salesforce

ADM-201

Administration Essentials for New Admins
https://certificationstime.com/
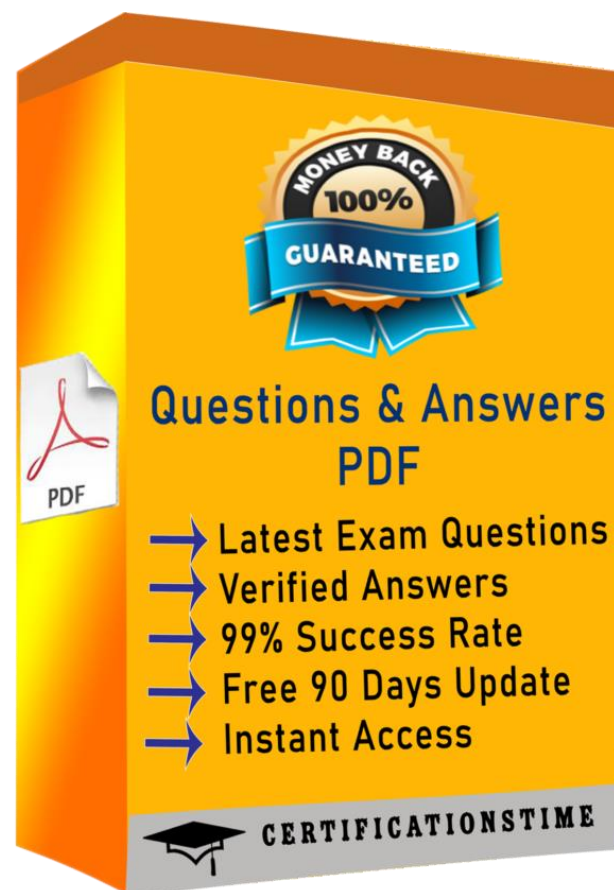
QUESTION 1
Northern Trail Outfitters has hired interns to enter Leads Into Salesforce and has requested a way to identify these new records from existing Leads.
What approach should an administrator take to meet this requirement?
A. Create a separate Lead Lightning App.
B. Define a record type and assign it to the interns.
C. Set up Web-to-Lead for the interns' use.
D. Update the active Lead Assignment Rules.
Correct Answer: B

QUESTION 2

New Leads needs to be routed to the correct sales person based on the lead address.
How should the administrator configure this requirement?
A. Create formula field.
B. Use lead assignment rules.
C. Assign with an escalation rule.
D. Configure a validation rule
Correct Answer: B

QUESTION 3

The administrator at cloud kicks has been ask to change the company's Shoe style field to prevent users from selecting more than one style on a record.
Which two steps should an administrator do to accomplish this?
Choose 2 answers
A. Reactivate the appropriate Shoe Style values after the field type changes.
B. Select the ''Choose only one value ''checkbox on the pick list field.
C. Back-up the Shoe Style values in existing records.
D. Change the field type from a multi-select picklist field to a picklist field.
Correct Answer: B,D

QUESTION 4

When a cloud kicks Opportunity closes, the company would like to automatically create a renewal opportunity.
Which two automation tools should an administrator use to accomplish this request?
Choose 2 answers
A. Approval Process
B. Flow Builder
C. WorkFlow Rule
D. Process Builder
Correct Answer: B,D

QUESTION 5

Cloud Kicks has asked the administrator to test a new screen flow that create contacts.
What are two key components of testing the flow?
Choose 2 answers
A. Set Up a flow interview to test the flow.
B. Run the flow using it to create contacts.
C. Use Debug to test the flow in Flow Builder.
D. Test the flow in a sandbox.
Correct Answer: B,D

QUESTION 6

Executives at Cloud Kicks have reported that their dashboards are showing inaccurate dat
a. The

administrator has discovered been changing the source reports.
Which two actions should the administrator take to preserve the integrity of the source reports?
Choose 2 answers
A. Create a new report folder with viewer access.
B. Move the dashboard to the user's private folder.
C. Move the dashboard reports to the view-only folder.
D. Change the dashboard to be a dynamic dashboard
Correct Answer: C,D

QUESTION 7

Sales reps at Northern Trail Outfitters have asked for a way to change the Probability field value
of their Opportunities.
What should an administrator suggest to meet this request?
A. Define a new Stage picklist value.
B. Create a custom field on Opportunity.
C. Configure Forecasting support.
D. Make the field editable on page layouts
Correct Answer: D

Full Access

https://certificationstime.com/updated/adm-201-exam-dumps-pdf/