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Vendor: Salesforce

Exam Code: ADM-201

Exam Name: Administration Essentials for New Admins

Version: 13.01

Q & As: 1012

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QUESTION 1

Inline editing updates the field when

- A. The field is saved/updated
- B. When the record is saved/updated
- C. When the return key is pressed
- D. None of the above

Correct Answer: B

QUESTION 2

If a company opts to use Custom Fiscal Years, they cannot use the standard forecasting option.

- A. True
- B. False

Correct Answer: A

QUESTION 3

Which of the following are not standard objects?

- A. Opportunities
- B. Solutions
- C. Job Applicants
- D. Accounts
- E. Campaigns

Correct Answer: C

QUESTION 4

Which of the following are part of the Service Cloud offering?

- A. Opportunities
- B. Knowledge
- C. Entitlements
- D. Campaigns
- E. Quotes

Correct Answer: BC

QUESTION 5

Locale settings control how users view date formats, time formats and number formats.

- A. True
- B. False

Correct Answer: A

QUESTION 6

If the company locale is set to US English, all users will have a default locale of US English and

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this cannot be changed.

- A. True
- B. False

Correct Answer: B

QUESTION 7

If your company's fiscal year follows the Gregorian calendar, you must use Custom Fiscal Years.

- A. True
- B. False

Correct Answer: B

QUESTION 8

In order to enable multi-currency feature in Salesforce, you must

- A. Contact Salesforce.com
- B. Check the Enable Multi-currency checkbox in your Chatter profile
- C. Operate your business in at least two different countries
- D. You cannot enable this feature once you've implemented Salesforce.

Correct Answer: A

QUESTION 9

Which feature effectively allows you to "lock" the converted amount on closed opportunities?

- A. Locale
- B. Company Profile
- C. Multi-currency
- D. Advanced Currency Management
- E. None of the above

Correct Answer: D

QUESTION 10

User interface settings are global settings and apply to all users of an org.

- A. True
- B. False

Correct Answer: A

QUESTION 11

Which of the following are true about List Views?

- A. Save list views for future use.

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- B. Specify which groups of users have access to the list view.
- C. Print list views.
- D. Follow records and view related Chatter posts.
- E. Export List View data to Excel
- F. All of the above

Correct Answer: ABCD

QUESTION 12

A _____ defines a collection of settings and permissions that determines what users can see in the user interface, and what they can do.

- A. Role
- B. Chatter feed
- C. Profile
- D. Company Profile

Correct Answer: C

QUESTION 13

Which of the following is not a standard Profile?

- A. System Administrator
- B. Read only
- C. Marketing Director
- D. Partner Portal User
- E. Standard Administrator

Correct Answer: CDE

QUESTION 14

A user with a Chatter Free User profile has access to records in Salesforce such as Accounts and Contacts.

- A. True
- B. False

Correct Answer: B

QUESTION 15

Standard profile permissions cannot be edited.

- A. True
- B. False

Correct Answer: A

QUESTION 16

System administrators can modify tab settings for custom profiles (Default On, Default Off and Hidden).

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- A. True
- B. False

Correct Answer: A

QUESTION 17

If a user leaves your company, the system administrator should do the following to prevent future access to the Salesforce org.

- A. Delete their user record
- B. De-activate their user record
- C. Delete any accounts or contacts owned by that user
- D. None of the above

Correct Answer: B

QUESTION 18

An active user record consumes a license.

- A. True
- B. False

Correct Answer: A

QUESTION 19

A system administrator can opt to lock users out of the Salesforce org if they exceed a certain number of failed login attempts.

- A. True
- B. False

Correct Answer: A

QUESTION 20

Where can a system administrator go if they are trying to determine why a user cannot log in to Salesforce? (Select all that apply)

- A. The Login History related list on the user's record
- B. The user's profile
- C. Manage Users | Login History
- D. Call salesforce.com Support

Correct Answer: AC

QUESTION 21

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

- A. Sharing Rules
- B. Web tabs