

[Download Full Version ADM-201 Exam Dumps\(Updated in Feb/2023\)](#)

Correct Answer: D

QUESTION 93

When you Delete a lead from a campaign, it deletes the lead record itself.

- A. True
- B. False

Correct Answer: B

QUESTION 94

Which of the following SF applications enables organizations to speed and streamline all phases of sales?

- A. SF ideas
- B. SF content
- C. SF Automation
- D. SF Customer service and support

Correct Answer: C

QUESTION 95

All of the following objects may have a queue EXCEPT

- A. Accounts
- B. Cases
- C. Leads
- D. Custom Objects

Correct Answer: A

QUESTION 96

You can use standard reports when creating Dashboards

- A. True
- B. False

Correct Answer: B

QUESTION 97

Who can select the "sharing" button on Account and Opportunity records?

- A. The Record Owner, System Administrator, and a User shared to the record
- B. The Record Owner, a User shared to the record, and any User above the Record Owner in the Role Hierarchy
- C. The Record Owner, a User above the Record Owner, and the System Administrator
- D. The Record Owner and System Administrator

[ADM-201 Exam Dumps](#) [ADM-201 PDF Dumps](#) [ADM-201 VCE Dumps](#) [ADM-201 Q&As](#)

<https://www.ensurepass.com/ADM-201.html>

[Download Full Version ADM-201 Exam Dumps\(Updated in Feb/2023\)](#)

Correct Answer: C

QUESTION 98

YOU are working with a Professional Edition organization. They wish to install the Expense Tracker which requires the use of 4 custom tabs, 3 custom objects, and one custom app. If the company is already using 4 applications, 36 custom objects, and 7 custom tabs, what will happen when they try to install Expense Tracker?

- A. They will not be able to complete the installation process as they have reached the maximum number of custom tabs
- B. They will not be able to complete the installation process as they have reached the maximum number of custom objects
- C. The installation will succeed
- D. The installation will succeed, but only the reports,

Correct Answer: A

QUESTION 99

Your organization is a US-based company with a default currency of US Dollars. As a sales rep, your personal currency set to British Pounds. You create an opportunity with a currency in British Pounds. The administrator updates the currency conversion rates. Which of the following best describes what happens to the amount of your British-Pound-based opportunity?

- A. The overall opportunity amount does not change but the converted amount in a report does.
- B. The overall opportunity amount and converted amount in a report changes
- C. Only newly created opportunities reflect the change
- D. Only historically created opportunities reflect the change

Correct Answer: A

QUESTION 100

Custom Links can be used for the following:

- A. Launching an External URL
- B. Running an S Control
- C. Running a report
- D. All of the Above

Correct Answer: D

QUESTION 101

It is possible to share a custom object record manually

- A. True
- B. False

Correct Answer: A

QUESTION 102

[ADM-201 Exam Dumps](#) [ADM-201 PDF Dumps](#) [ADM-201 VCE Dumps](#) [ADM-201 Q&As](#)

<https://www.ensurepass.com/ADM-201.html>

[Download Full Version ADM-201 Exam Dumps\(Updated in Feb/2023\)](#)

You can customize the Opportunity Stage History related list on an Opportunity Page Layout.

- A. True
- B. False

Correct Answer: B

QUESTION 103

Is possible to view a forecast based on all of the following EXCEPT:

- A. Territory
- B. Product Family
- C. Date Range
- D. Sales Team

Correct Answer: D

QUESTION 104

Which of the following does a Profile control?

- A. Username and Password
- B. Role level access
- C. Read, Create, Edit, and Delete permissions
- D. Sharing rules

Correct Answer: C

QUESTION 105

If a lead, with a single marketing campaign is converted, the campaign information will map to the newly created contact and opportunity record automatically

- A. True
- B. False

Correct Answer: A

QUESTION 106

Related Lists display the many side of a one-to-many relationship

- A. True
- B. False

Correct Answer: A

QUESTION 107

Case Assignment Rules are based on elapsed time

[Download Full Version ADM-201 Exam Dumps\(Updated in Feb/2023\)](#)

- A. True
- B. False

Correct Answer: A

QUESTION 108

Which of the following are true about Master/Detail relationship in custom objects?

- A. Sharing is inherited from parent
- B. Child needs to be manually deleted when parent is deleted
- C. Only child fields are available for reporting
- D. Lookup field child is required

Correct Answer: AD

QUESTION 109

When test driving an application on the AppExchange Directory, it is not possible to view the S-Control configurations of that application

- A. True
- B. False

Correct Answer: B

QUESTION 110

Validation rules may evaluate an opportunity line item against the opportunity it's associated with

- A. True
- B. False

Correct Answer: A

QUESTION 111

An S-Control may be all of the following EXCEPT:

- A. HTML
- B. XML
- C. URL
- D. Snippet

Correct Answer: B

QUESTION 112

If a profile does not have access to an application, that profile will also not have access to the tabs and objects of that application

- A. True

[Download Full Version ADM-201 Exam Dumps\(Updated in Feb/2023\)](#)

B. False

Correct Answer: B

QUESTION 113

Which type of field cannot have universal requiredness?

- A. Lookup
- B. Text
- C. Email
- D. Number

Correct Answer: A

QUESTION 114

Custom Web Tab may consist of all the following EXCEPT:

- A. A URL
- B. A URL that passes salesforce.com data like an organization's name
- C. An S-Control
- D. An S-Control snippet

Correct Answer: B

QUESTION 115

Custom lead fields can be mapped to which sets of objects in salesforce.com?

- A. Account, Contact, Opportunity, or Campaigns
- B. Account, Contact, or Opportunity
- C. Account or Contact Only
- D. Contact or Opportunity Only

Correct Answer: B

QUESTION 116

You can map a custom lead field to only one of the following objects at a single instance (check all that apply)?

- A. Account
- B. Contacts
- C. Cases
- D. Opportunities

Correct Answer: ABD

QUESTION 117

Once a field is hidden from a Profile using 'Field Level Security', a User associated to that Profile can still see the field using the following:

[ADM-201 Exam Dumps](#) [ADM-201 PDF Dumps](#) [ADM-201 VCE Dumps](#) [ADM-201 Q&As](#)
<https://www.ensurepass.com/ADM-201.html>