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**Vendor:**Salesforce

**Exam Code:**ADM-201

**Exam Name:**Administration Essentials for New  
Admins

**Version:**Demo

### QUESTION 1

Universal Containers has three separate lines of business. Each line has specific fields that must be displayed to users. However, the fields needed by the sales team are different than the fields needed by the service team. How should the administrator configure this requirement?

- A. Create two record types, each with 3 page layouts.
- B. Create one record type with six Page Layouts.
- C. Create three record types, each with 2 page layouts.
- D. Create six record types, each with 1 page layout.

Correct Answer: C

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### QUESTION 2

How many Solution records can be imported via Import Wizard?

- A. 50,000
- B. 5,000
- C. 500
- D. 50

Correct Answer: A

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### QUESTION 3

Cloud kicks wants to track shoe designs by products. Shoe designs should be unable to be deleted, and there can be multiple design for one product across various stages.

Which two steps should the administration configure to meet this requirement?

Choose 2 answers

- A. Create a Custom Object for shoe design.
- B. Configure a Custom Lookup Field for shoe design on the product object.
- C. Add a custom master detail field for shoe design on the Product Object.
- D. Use the Standard Object for designs.

Correct Answer: AC

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**QUESTION 4**

The Chatter Free license gives users the ability to access People, Profiles, Groups and Files as well as (choose all that apply)

- A. Make posts
- B. View comments
- C. Upload files
- D. Join groups
- E. View records

Correct Answer: ABCD

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**QUESTION 5**

SFDC allows me to add a reporting hierarchy (or organization chart) to my contacts. This way I can better understand the structural dynamics within the businesses I am selling to, and remember who to contact for certain aspects of a sale.

- A. True
- B. False

Correct Answer: A

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**QUESTION 6**

A Workflow Approval process may be used for all of the following objects EXCEPT:

- A. Opportunity
- B. Users
- C. Assets
- D. Contracts

Correct Answer: B

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**QUESTION 7**

With Spring\11 release now you can have Photos in Dashboard components?

- A. No

- B. Yes but only in Tables
- C. Yes in every type of Chart

Correct Answer: B

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#### **QUESTION 8**

All of the following are true about Default Sales Teams EXCEPT:

- A. Default Sales Teams are configured on a user record
- B. Default Sales Teams may be added manually to an opportunity record
- C. Default Sales Teams may be added automatically to an opportunity
- D. Default Sales Teams may be added manually to an account record

Correct Answer: A

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#### **QUESTION 9**

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
- B. False

Correct Answer: B

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#### **QUESTION 10**

You have to enable the Report Builder Upgrade first to use Master Charts.

- A. True
- B. False

Correct Answer: B

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#### **QUESTION 11**

A manager has a new report folder called "Awesome Team Reports" to store the reports that are relevant for the team. The manager wants to let the team lead add new reports to the folder and share access to the folder with the rest of the team.

Which level of access to the folder does the team lead need in order to complete this task?

- A. Editor
- B. Manager
- C. Administrator
- D. Viewer

Correct Answer: B

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**QUESTION 12**

Partner portal and customer portal users aren't required to activate computers to log in.

- A. True
- B. False

Correct Answer: A