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**Vendor:**Salesforce

**Exam Code:**ADX-201C

**Exam Name:**Administrative Essentials for New  
Admins in Lightning Experience +

**Version:**Demo

**QUESTION 1**

On Lead Conversion a Lead Object Custom field cannot be mapped to Which Object custom field?

- A. Account
- B. Contacts
- C. Case
- D. Opportunity

Correct Answer: C

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**QUESTION 2**

What determines the suggested criteria for lookup filter?

- A. Previously used filter criteria
- B. Organization Wide Default settings
- C. The current application schema
- D. A survey taken when enabling this feature

Correct Answer: A

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**QUESTION 3**

Editing Records: Required fields are marked by which color?

- A. Blue
- B. Green
- C. Red
- D. Black

Correct Answer: C

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**QUESTION 4**

If I'm looking at a detail page, do I know what record type it is?

- A. Yes
- B. No

Correct Answer: B

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**QUESTION 5**

When I convert a lead to an Opportunity, I must give the opportunity a unique name so I know what it is (ex: Pacific Bank ?Red Package).

- A. True
- B. False

Correct Answer: A

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**QUESTION 6**

Which cannot be done on a Salesforce to Salesforce connection finder?

- A. Identify the Salesforce systems administrator at another company
- B. Custom brand an email sent to identify connections
- C. Survey partners for their use of Salesforce
- D. Survey customers for their use of Salesforce

Correct Answer: D

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**QUESTION 7**

Adding a user to the sales team group will give access to opportunity records that was previously a restricted account.

- A. True
- B. False

Correct Answer: B

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**QUESTION 8**

If the lead has a record type, the default record type of the new owner is assigned to records created during lead conversion.

- A. True
- B. False

Correct Answer: A

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**QUESTION 9**

Which of the following does not need business process?

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

Correct Answer: C

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**QUESTION 10**

The Administrator has created new users for 10 new employees at Universal Containers. Why are these users unable to access the Account Object in the Salesforce org?

- A. Organization-Wide Defaults are set to Private.
- B. Users\' Profile requires permission to the Account object.
- C. Users\' Roles are low on the Role Hierarchy.
- D. Users\' Profile requires a Sharing Rule Accounts.

Correct Answer: B

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**QUESTION 11**

Which of following is granted by the Manage Cases Permission (Select all that apply)?

- A. Set support business hours
- B. Edit the Support settings
- C. Set up Email-to-Case
- D. Mass Transfer Cases
- E. Create, Edit, and Delete custom fields on the Case Object

Correct Answer: ABCD

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**QUESTION 12**

When transferring leads to a queue open activities are also transferred?

- A. True

B. False

Correct Answer: B