

Salesforce.ADM-201.v2026-05-23.q117

Exam Code:	ADM-201
Exam Name:	Salesforce Certified Administrator
Certification Provider:	Salesforce
Free Question Number:	117
Version:	v2026-05-23
# of views:	104
# of Questions views:	1170
https://www.exam-tests.com/ADM-201-exam/Salesforce.ADM-201.v2026-05-23.q117.html	

NEW QUESTION: 1

Identify the dashboard components from the list

- A. Summary
- B. Dates
- C. Tables
- D. Matrix
- E. Filters
- F. Gauge

Answer: C,F ([LEAVE A REPLY](#))

NEW QUESTION: 2

How many people can you send an invite to at a time using Cloud Scheduler?

- A. You can invite up to 50 people to a meeting.
- B. You can invite up to 55 people to a meeting.
- C. You can invite up to 25 people to a meeting.
- D. You can invite up to 20 people to a meeting.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 3

Which salesforce.com feature allows the org to capture ROI on online advertising?

- A. Online campaign
- B. Web-to-case
- C. S-controls
- D. Google adwords
- E. Web-to-lead

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 4

The administrator at Universal Containers wants to add branding to Salesforce.

Which two considerations should the administrator keep in mind?

Choose 2 answers

- A. Up to 150 custom themes can be created, modified, or cloned from the built-in themes.
- B. Only one theme can be active at a time, and a theme applies to the entire org.
- C. Chatter external users see the built-in Lightning blue theme only.
- D. Themes apply to Salesforce Classic and to the Salesforce mobile app.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 5

The administrator at Ursa Major Solar imported records into an object by mistake.

Which two tools should be used to undo this import?

Choose 2 answers

- A. Weekly Data Export
- B. Data Import Wizard
- C. Data Loader
- D. Mass Delete Records

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 6

Universal Containers has made a decision to switch monthly sales performance reviews to quarterly sales reviews. Which feature of Collaborative Forecasts allows a System Administrator to ensure that Salesforce Collaborative Forecasting matches the company's new quarterly sales performance review?

- A. Enable Forecast Adjustments
- B. Enable Forecast Rollups
- C. Configure Forecast Types
- D. Configure Default Forecast Display

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 7

Fill in the blank.

Which takes precedence: User's language setting or Company profile default language?

Answer:

See the answer below

Explanation/Reference:

User's language setting.

NEW QUESTION: 8

SIMULATION

What can Delegated Admins do?

Answer:

See the answer below

Explanation/Reference:

Explanation: View All & Modify ALL Access by Object

NEW QUESTION: 9

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

Answer: D (LEAVE A REPLY)

Section: Volume D

NEW QUESTION: 10

Clod Kicks has a screen flow with two questions on the same screen, but only one is necessary at a time. The administrator has been asked to show only the questions that is needed.

How should an administrator complete this?

- A. Use a decision element and a new screen to show the proper question
- B. Use a conditional visibility to hide the unnecessary question
- C. Use branching in the flow screen to show the proper scenario
- D. Use a new version of the flow for each scenario.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 11

A Platform Administrator at Cloud Kicks has created an approval process for time-off requests. Which two automated actions are available for the administrator to add as part of the approval process?

- A. Field Update
- B. Email Alert
- C. Chatter Post
- D. Autolaunched Flow

Answer: A,B (LEAVE A REPLY)

Salesforce Approval Processes allow administrators to define a series of steps to automate the approval of records. Within these processes, there are four specific types of automated actions that can be triggered during initial submission, approval, rejection, or recall:

* Field Update:Used to change a value on the record, such as switching a "Status" field from "Pending" to "Approved."

* Email Alert:Used to send a templated email to specific users, such as notifying the submitter that their request was granted.

* Task:Used to assign a follow-up task to a user.

* Outbound Message: Used to send technical data to an external system via API.

While modern automation tools like Flow can post to Chatter or launch other flows, the native approval process engine is limited to these four specific actions. For a "time-off request" scenario, an Email Alert ensures the employee is notified, and a Field Update ensures the record reflects the new status, providing a clear audit trail of the business decision.

NEW QUESTION: 12

Fill in the blank.

How are Folders used?

Answer:

See the answer below

Explanation/Reference:

Explanation: To organize reports, dashboards, communication templates and documents

NEW QUESTION: 13

Sharing rules can be formed on the following except:

A. Custom objects

B. Standard objects

C. Junction Objects

D. Objects on managed packages

Answer: D ([LEAVE A REPLY](#))

Section: Volume H

NEW QUESTION: 14

What are three characteristics of a master-detail relationship?

Choose 3 answers

A. The master object can be a standard or custom object.

B. Permissions for the detail record are set independently of the master.

C. Each object can have up to five master-detail relationships.

D. Roll-up summaries are supported in master-detail relationships.

E. The owner field on the detail records is the owner of the master record.

Answer: A,D,E ([LEAVE A REPLY](#))

Explanation

A master-detail relationship is a parent-child relationship in which the master object controls certain behaviors of the detail object. The master object can be a standard or custom object, but not all standard objects support being a master. Roll-up summaries are

fields that calculate the sum, count, min, or max of child records. The owner field on the detail records is not available and is automatically set to the owner of the master record. References: <https://www.forcetalks.com/blog/master-detail-relationship-in-salesforce/>
https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5

NEW QUESTION: 15

DreamHouse Reality needs to use consistent picklist value on a category filed on accounts and cases, with value respective to record types.

Which two features should the administrator use to fulfill this requirement?

Choose 2 Answers

- A. Dependent Picklist
- B. Global Picklist
- C. Custom Picklist
- D. Multi-Select Picklist

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

Which Service Cloud and Service Cloud Console Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

- A. Multiple Languages for Salesforce Knowledge
- B. Salesforce Knowledge Article Number
- C. Additional Case Article Fields Available for Reports and the Articles Related List
- D. Salesforce Knowledge Sidebar for the Service Cloud Console (Contextual Knowledge)
- E. Global Search for the Service Cloud Console

Answer: A,C,D ([LEAVE A REPLY](#))

Section: Volume I

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NEW QUESTION: 17

You can then associate each business process with one / more record types and make it available to users based on their:

- A. Role

- B. Profile
- C. OWD
- D. Licence Type
- E. Salesforce Edition

Answer: B ([LEAVE A REPLY](#))

Section: Volume D

NEW QUESTION: 18

If there are any users in the organization that shouldn't have view access to Account records, the OWD for Accounts should be set to

- A. Public Read Only
- B. Public Read/Write/Transfer
- C. Private
- D. None of the above

Answer: C ([LEAVE A REPLY](#))

Section: Volume A

Explanation/Reference:

NEW QUESTION: 19

Which of the following are true about the Default Division field on the User object?

A. Division that is applied, by default, to all new accounts and leads created by the user, unless he or she explicitly sets a different division. When users create records related to an account or other record that already has a division, the new record is assigned to the existing record's division; the default division is not used. This setting restricts the user from viewing or creating records in other divisions. Users cannot change their division. Available only in organizations that use divisions to segment their data.

B. Division that is applied, by default, to all new accounts and leads created by the user, unless he or she explicitly sets a different division. When users create records related to an account or other record that already has a division, the new record is assigned to the existing record's division; the default division is not used. This setting does not restrict the user from viewing or creating records in other divisions.

Users can change their division at any time. Available only in organizations that use divisions to segment their data.

C. Division that is applied, by default, to all new accounts and leads created by the user, unless he or she explicitly sets a different division. When users create records related to an account or other record that already has a division, the new record is assigned to the existing record's division; the default division is not used. This setting does not restrict the user from viewing or creating records in other divisions.

Users cannot change their division. Available only in organizations that use divisions to segment their data.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

You delete the Custom Field Region. All data related to Region will also be deleted.

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 21

Sales representatives at Ursa Major Solar are working on opportunities and need to see how their colleagues have effectively managed other opportunities with comparable products, competing against the same competitors.

Which two features should an administrator use to allow for this? (Choose two.)

A. Opportunity update reminders

B. Big deal alerts

C. Opportunity Dashboard

D. Chatter groups

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 22

You cannot delete all the record types for an object if the object is referenced in which of the following:

A. Page layouts

B. Apex Code script

C. Profiles

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 23

Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.

How should the administrator deliver this requirement?

A. An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.

B. An autolaunched flow on the account page that updates all open orders shipping addresses whenever the account shipping addresses changes.

C. A screen flow on the order page that lets the reps choose the updated account shipping address in all open associated orders

D. A screen flow on the account page that lets the reps choose the updated account shipping address in all open associated orders

Answer: ([SHOW ANSWER](#))

Explanation

To update the shipping address on selected orders associated with an account when the shipping address is changed on the account, the administrator should create a screen flow on the account page that lets the reps choose which orders they want to update with the new address. This will give them more control and flexibility over which orders are affected by the change. An autolaunched flow on either object will not allow reps to select specific orders, and may cause unwanted updates or errors. A screen flow on the order page will not be able to update multiple orders at once. References:

https://help.salesforce.com/s/articleView?id=sf.flow_build_screen.htm&type=5

NEW QUESTION: 24

When a field is deleted from the pagelayout, does it is also deleted from the Object?

A. Yes

B. No

Answer: ([**SHOW ANSWER**](#)**)**

NEW QUESTION: 25

The administrator at Northern Trail Outfitters has been using a spreadsheet to track assigned licenses and permission sets.

What feature can be used to track this in Salesforce?

A. Login History

B. Lightning Usage App

C. User Report

D. Permission Set Groups

Answer: C ([**LEAVE A REPLY**](#)**)**

To track assigned licenses and permission sets in Salesforce instead of using aspreadsheet, an administrator should use User Report type on Report object. User Report type allows creating reports that show information about users such as their profile, role, license type, active status, login history etc. It also allows adding fields related to permission sets such as Permission Set Assignments or Permission Set License Assignments. For example, an administrator can createa User Report that shows user name, profile name, user license name, permission set assignments count etc.

LoginHistory, Lightning Usage App, or Permission Set Groups are not features that can be used to track assigned licenses and permission sets in Salesforce. References:https://help.salesforce.com/s/articleView?id=sf.reports_report_types_standard_user.htm&type=5

NEW QUESTION: 26

Which function is available in the report builder interface, prior to running the report?

A. Show/hide details

B. Save

C. Export details

D. Printable view

E. Schedule future runs

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 27

At universal Containers, users would like to be able to share Salesforce records with other members of their team, while collaborating around general topics as well.

Which are two considerations for enabling this functionality?

Choose 2 answers

- A. An administrator needs to create a group to enable record sharing
- B. The Add Record action must be configured in the group publisher.
- C. Collaboration groups are created automatically for every department.
- D. Object layouts should be configured to include the groups related list.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 28

Which of the following does not need business process?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 29

Used to set the default levels of access for users to records they do not own.

- A. Manual Sharing
- B. Profiles
- C. Sharing Rules
- D. Roles Hierarchy
- E. Organization Wide Defaults

Answer: E ([LEAVE A REPLY](#))

NEW QUESTION: 30

A Lightning for Outlook layout can be assigned to which two options? (Choose two.)

- A. Role
- B. Team
- C. Profile
- D. User

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

Universal Containers has a marketing team set up as a public group. A sales representative would like to. engage the marketing team on one opportunity. What should the sales representative do. to. ensure the marketing team can access the opportunity?

- A. Add the public group to. an opportunity queue.
- B. Manually share the record with the public group.
- C. Change the opportunity owner to. the public group.
- D. Add the public group to. the opportunity team.

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 32

How would you allow collaborative access to accounts , contacts, contracts, opportunities, and cases of a US Sales rep, and Asia sales rep, and an EMEA sales rep?

- A. By changing the Org wide defaults
- B. By creating a public group with all three Sales Reps
- C. By Creating three sharing rules between them

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 33

Which object cannot use sharing rules to manage access?

- A. Child to a parent object
- B. Standard object
- C. Managed Package
- D. Custom object

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 34

What would you change if all of your online help was displayed in English and you wanted it to be German?

- A. Default Language
- B. Default Locale
- C. Default Currency
- D. Time Zone

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 35

Custom Picklist fields can be either controlling or dependent fields

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#)**)**

NEW QUESTION: 36

The number of calculated values per report:

- A. 2
- B. 10
- C. 5
- D. 6
- E. 15
- F. 20

Answer: C ([LEAVE A REPLY](#)**)**

NEW QUESTION: 37

An administrator at Northern Trail Outfitters is creating a validation rule.

Which two functions should the administrator use when creating a validation rule?

Choose 2 answers

- A. Formula return type
- B. Error condition formula
- C. Error message location
- D. Rule active date

Answer: B,C ([LEAVE A REPLY](#)**)**

Explanation

Two functions that an administrator should use when creating a validation rule are:

Error condition formula, which defines when an error should occur based on record fields and values Error message location, which specifies where on the page layout an error message should appear when triggered by an error condition formula Formula return type and rule active date are not functions used for validation rules. References:

https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

NEW QUESTION: 38

Which of the following are new features on Chatter tab?

- A. Like
- B. @Mention
- C. Live Updates
- D. All of the Above

Answer: D ([LEAVE A REPLY](#))

Section: Volume B

NEW QUESTION: 39

How can an Administrator customize campaign members? Choose 2 answers:

- A.** Create an approval process for new campaign members
- B.** Customize the campaign history related list to include campaign member custom fields
- C.** Display key campaign member data on an opportunity record
- D.** Display Lead or Contact data directly on a campaign member record

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 40

Can you perform field updates on an object related to a rule.

- A.** Yes
- B.** No

Answer: A ([LEAVE A REPLY](#))

Explanation/Reference: Except for case comment and Email message records you can create a field update action that updates a field on the related case record. For e.g. You can create a rule to change the status of a case from " Awaiting Customer Response " to "In Progress" when a customer adds a case comment.

NEW QUESTION: 41

Universal Containers administrator has been asked to create a many-to-many relationship between two existing custom objects.

Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

- A.** Create a junction with a custom object.
- B.** Create two master detail relationships on the new object.
- C.** Create two lookup relationships on the new object.
- D.** Create URL fields on a custom object.

Answer: ([SHOW ANSWER](#))

To create a many-to-many relationship between two existing custom objects, the administrator needs to create a junction object that has two master-detail relationships, one to each of the custom objects. This will allow each record of one object to be linked to multiple records from another object and vice versa. References:

https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5

NEW QUESTION: 42

Sales representatives at Universal Containers often schedule in -person meetings at customer offices. Management wants to track activities for this meeting category to clearly

display customer office meetings In the Account, Contact, or Opportunity page layouts, as well as adding this data to reports.

Which method should a System Administrator use to solve this business request?

- A.** Add a new value to the Type field on Accounts, Contacts, and Opportunities.
- B.** Add a new value to the Type field on Tasks used for Accounts, Contacts, and Opportunities.
- C.** Have the user manually enter the meeting details in the Description field on Accounts, Contacts, and Opportunities.
- D.** Have the user manually enter the meeting details in the Account Comments.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 43

Which of these is NOT true: it is possible to import my existing contacts from Outlook by:

- A.** Clicking “set-up” and using the import wizard
- B.** Connecting SFDC with Outlook and submitting contacts and leads to SFDC directly from my email
- C.** Sending emails to myself

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 44

The administrator at Ursa Major Solar has Created a new record type for customer warranty cases which two assignments should the administrator use to display the new record type to users?

Choose 2 answers

- A.** Profile Assignment
- B.** Role Assignment
- C.** App Manager Assignment.
- D.** Page layout Assignment.

Answer: ([SHOW ANSWER](#))

Profile assignment and page layout assignment are two assignments that should be used to display a new record type to users. Profile assignment determines which profiles can access a record type and which record type is the default for each profile. Page layout assignment determines which page layout is assigned to each record type and profile combination. References:

https://help.salesforce.com/s/articleView?id=sf.customize_recordtype_assign.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.customize_recordtype_pagelayoutassign.htm&type=5

NEW QUESTION: 45

Which two settings can a system administrator enable in the global user interface settings?
(2 answers)

- A. Related list hover links
- B. Customizable recent Tags
- C. Chatter Messages for Specific Users
- D. Printable list views

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 46

Ursa Major Solar uses a validation rule to prevent invalid data. What are three conditions where this rule is used? (Choose three.)

- A. When records are deleted by a user.
- B. When records are imported.
- C. When records are edited and saved by a user.
- D. When records are submitted using web-to-lead.
- E. When records are updated by a workflow rule.

Answer: B,C,D ([LEAVE A REPLY](#))

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NEW QUESTION: 47

Ursa Major Solar has its business hours set from 9:00 AM to 5:00 PM for the reps that are on pacific time. The reps on Eastern Time need business hours set to start 3 hours earlier to cover for support.

How should an administrator solve for this issue?

- A. Set temporary business hours for each time zone.
- B. Adjust the currant business hours to accommodate the Eastern Time Zone.
- C. Create one set of business hours per time zone.
- D. Allow the reps to set business hours manually.

Answer: ([SHOW ANSWER](#))

Business hours are used to specify the days and hours when your company's employees work. You can create multiple sets of business hours for different time zones or regions and assign them to users based on their location or function. To meet the requirement of having different business hours for reps on pacific time and eastern time, you need to create one set of business hours per time zone and assign them accordingly.

References: https://help.salesforce.com/s/articleView?id=sf.customize_supporthours.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.customize_supporthours_assign.htm&type=5

NEW QUESTION: 48

Ursa Major Solar uses two different page layouts for Account records. One page layout reflects the fields related to customer accounts and another page layout includes fields for partner accounts. The administrator has assigned the customer account page layout to sales and support users and the partner account layout to the partner management team. What should the administrator configure to meet this requirement?

- A.** Use a public group and a criteria-based sharing rule to share customer accounts with the partner team.
- B.** Add members of the partner management team to the default Account team for the customer accounts.
- C.** Grant create, read, edit and delete access to customer accounts on the partner team profile.
- D.** Create one record type for customer accounts and one record type for partner accounts.

Answer: D ([LEAVE A REPLY](#))

Explanation

Record types are a way to assign different page layouts and picklist values to different users based on their business needs. To use two different page layouts for customer and partner accounts, create one record type for each account type and assign them to the appropriate page layouts and profiles. References:

https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 49

Account team is a set of users that normally work together on _____?

- A.** Accounts
- B.** Leads
- C.** Opportunities
- D.** Contacts
- E.** Cases

Answer: A ([LEAVE A REPLY](#))

Section: Volume E

NEW QUESTION: 50

Universal Containers currently assigns its users from the facilities and IT teams to the same profile. Universal container recently created a custom object to track company cars and wants only users from the facilities team to have access to this new object. How can an administrator meet this requirement?

- A.** Configure field-level security on the new object for the facilities team.

- B.** Modify the standard profile currently shared by both teams
- C.** Create a custom profile for users on the facilities team.
- D.** Assign the facilities team to. a new role in the role hierarchy.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

What is the limit of Master-Detail Relationships per object?

- A.** 8
- B.** 35
- C.** 2
- D.** 25
- E.** 15
- F.** 3

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

Will WF evaluate rules retroactively?

- A.** No
- B.** Yes

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 53

If you delete a report and change your mind, you can retrieve it from the recycle bin.

- A.** True
- B.** False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 54

Users at Universal Containers need the ability to save email templates in the following folder:

"Unified Public Email Templates"

Currently, users are unable to do so.

Which action should a System Administrator take to allow users to save emails to this folder?

- A.** Navigate to the email templates and manually share each with the Profile of the specific users.
- B.** Navigate to the email templates and manually share each with the specific users.
- C.** Navigate to the profile of each user and check the box for Manage Public Templates.
- D.** Navigate to the user record and check the box for Manage Public Templates.

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 55

Clients do not have to enable Customizable forecasting before they can ask salesforce to activate Territory Management.

A. False

B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 56

Ursa major Solar's administrator needs to create a custom field to track a specific Tier 2 support user on a case record.

What is the appropriate data type to utilize when creating this custom field?

A. Hierarchical relationship

B. Lookup relationship

C. Lookup filter

D. Formula

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 57

SIMULATION

Why utilize Account Teams and Sales Teams?

Answer:

See the answer below

Explanation/Reference:

Explanation: Teams are used for collaboration, sharing, and for reporting purposes.

NEW QUESTION: 58

Cloud Kicks wants a reports to categorize accounts into small, medium, and large based on the dollar value found in the Contract Value Field.

What feature should an administrator use to meet this request?

A. Group Rows

B. Bucket Column

C. Filter Logic

D. Detail Column

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 59

In order to import Opportunity records into Salesforce, a system administrator may use the Import Wizard.

A. True

B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 60

Which three aspects of standard fields should an administrator customize?

Choose 3 answers

- A. Picklist Values
- B. Help Text
- C. Field history tracking
- D. Decimal Places
- E. Field name

Answer: A,B,D (LEAVE A REPLY)

Picklist values, help text, and decimal places are three aspects of standard fields that an administrator can customize to suit their business needs. Picklist values are the options that users can choose from a picklist field; they can be added, edited, or deleted by administrators. Help text is the text that appears when users hover over a field; it can be customized by administrators to provide additional information or guidance for users. Decimal places are the number of digits that appear after the decimal point in a number or currency field; they can be changed by administrators to adjust the precision of the field values. Field history tracking and field name are not aspects of standard fields that can be customized; they are only available for custom fields. References:

https://help.salesforce.com/s/articleView?id=sf.customize_picklists.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.customize_fields_edit.htm&type=5

<https://help.salesforce.com>

[/s/articleView?id=sf.customize_fields_number.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.customize_fields_number.htm&type=5)

NEW QUESTION: 61

A checkbox can be a controlling field in a field dependency?

- A. True
- B. False

Answer: A (LEAVE A REPLY)

Section: Volume G

Explanation

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NEW QUESTION: 62

The Salesforce Console is an example of what?

- A. API
- B. Third Party Web integration/Application
- C. UI
- D. Java Script

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 63

What will happen to the Chatter post in this situation?

- A. The pending Chatter post will be canceled.
- B. The pending Chatter post will be sent on the 10th of the month
- C. The pending Chatter post will be will be paused.
- D. The pending Chatter post will be sent in 30 days.

Answer: A ([LEAVE A REPLY](#))

A pending Chatter post is a post that has been scheduled to be published at a future date and time. However, if the user who created the pending Chatter post is deactivated before the scheduled date and time, then the pending Chatter post will be canceled and will not be published. This is because deactivated users cannot create or edit posts in Chatter.

References:

https://help.salesforce.com/s/articleView?id=sf.collab_scheduled_posts.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.collab_deactivated_users.htm&type=5

NEW QUESTION: 64

A Platform Administrator for Cloud Kicks needs to ensure that only the financial records belonging to each individual user are visible on the report in order to meet scope of the data privacy requirements. How should the administrator achieve this?

- A. Set sharing model as Public Read/Write for the respective object(s).
- B. Set sharing model as Private for the respective object(s).
- C. Create multiple reports, each filtered to show records owned by each user.
- D. Use Apex sharing to hide records.

Answer: B ([LEAVE A REPLY](#))

The foundation of Salesforce data security is the Organization-Wide Default (OWD). To ensure that users can only see their own records (and those above them in the hierarchy), the administrator must set the OWD for the object to Private. When an object is private, a user can only see records they own. When that user runs a report, the report engine automatically respects these sharing settings and only displays the records the user is authorized to see. This is a much more secure and scalable solution than creating separate reports for every user (Option C). Option A (Public Read/Write) would allow everyone to see everything, violating the privacy requirement. Option D (Apex sharing) is a complex coding solution that is unnecessary when the standard

"Private" sharing model fulfills the requirement through simple configuration.

NEW QUESTION: 65

The Salesforce Console is an example of what?

- A. API
- B. Third Party Web integration/Application
- C. UI
- D. Java Script

Answer: ([SHOW ANSWER](#))

Section: Volume C

Explanation/Reference:

NEW QUESTION: 66

Northern Trail Outfitters uses a custom object Invoice to collect customer payment information from an external billing system. The Billing System field needs to be filled in on every Invoice record.

How should an administrator ensure this requirement?

- A. Define an approval process for the field.
- B. Create a Process Builder to set the field.
- C. Require the field on the record type.
- D. Make the field universally required.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 67

If a user's profile contains log in hour restrictions which of the following time zones is used to calculate the hours they have access to Salesforce.com CRM?

- A. Organization wide default time zone
- B. User's time zone
- C. Time zone set in the user's profile

Answer: ([SHOW ANSWER](#))

Section: Volume J

Explanation/Reference:

NEW QUESTION: 68

Ursa Major Solar is using the content delivery feature of Salesforce Content.

What are two benefits of this feature? (Choose two.)

- A. Associate the content delivery with a Salesforce record.
- B. Use password protection for content deliveries that contain proprietary information.
- C. Customize the URL assigned to the content delivery.
- D. Encrypt certain content delivery files.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 69

Northern Trail Outfitters is using one profile for all of its marketing users, providing read-only access to the Campaign object. A few marketing users now require comprehensive edit access on Campaigns.

How should an administrator fulfil this request?

- A. Permission sets
- B. Organization-wide defaults
- C. Marketing user checkbox
- D. Field-level security

Answer: A ([LEAVE A REPLY](#))

Permission sets are used to grant additional permissions and access settings to individual users without changing their profiles or requiring a new profile to be created. You can use permission sets to extend users' functional access without changing their existing profiles. To meet the request of giving comprehensive edit access on Campaigns to a few marketing users who have read-only access by default, you need to create a permission set with edit access on Campaigns and assign it to those users. References: https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5

NEW QUESTION: 70

From the below ...identify the WF action?

- A. Create inbound messages
- B. Create tasks
- C. Create mobile alerts
- D. Create section updates

Answer: B ([LEAVE A REPLY](#))

Explanation/Reference:

Match the WF steps to setup the requirement

Task: set up Email Alert: Templates Field Update: Field Rule: criteria

NEW QUESTION: 71

Joe is attempting to import an invalid value into a picklist field. The import wizard will respond with an error message.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

Section: Volume I

NEW QUESTION: 72

A sales user at universal container has updated the opportunity stage for an opportunity in the pipeline. What may be updated because of the stage change? Choose 2 answers

- A. Sales Quota
- B. Account Rating
- C. Forecast Category
- D. Probability

Answer: C,D (LEAVE A REPLY)

Explanation

The Probability value is always updated by a change in the Stage value, even if Probability is marked as read only on your page layout. The Forecast category is tied to the opportunity Stage.

https://help.salesforce.com/articleView?id=opp_fields.htm&type=5

NEW QUESTION: 73

Cloud Kicks has decided to delete a custom field.

What will happen to the data in the field when it is deleted?

- A. The data in the field is stored for 20 days.
- B. The data is permanently deleted.
- C. The data associated with the field is removed.
- D. The data is restorable from the recycle bin.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 74

The Cloud Kicks sales manager wants to boost productivity by providing insights for sales reps at the start of each day.

Which three sales-specific standard Lightning components should an administrator add to the homepage to meet this requirement?

Choose 3 answers

- A. Key Deals
- B. Activities
- C. Path
- D. Assistant
- E. Performance Chart

Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 75

Assignment rules allow Leads and Cases to be automatically assigned to users and queues based on criteria defined by the system administrator.

- A. False
- B. True

Answer: B (LEAVE A REPLY)

NEW QUESTION: 76

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

Answer: A ([LEAVE A REPLY](#))

Section: Volume B

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NEW QUESTION: 77

What can be modified on standard object fields? (3 answers)

- A. Picklist Values
- B. Label
- C. Help text
- D. Default text
- E. Field type

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 78

Time-dependent workflow will not work with which type of workflow evaluation criteria?

- A. Only when a Record is created
- B. Every kind of workflow evaluation criteria
- C. Every time a Record is created or edited
- D. When a Record is edited and it didn't previously meet the rule criteria

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 79

What should a system administrator consider before importing a set of records into Salesforce.

- A. The import file should include a record owner for each record
- B. Validation rules are not triggered when importing data using the import wizard
- C. Data should be de-duplicated in the import file prior to import

D. Currency field values will default to the personal currency of the record owner

Answer: A,C ([LEAVE A REPLY](#))

Section: Volume A

NEW QUESTION: 80

What is the maximum length of any auto-number field?

A. 40

B. 50

C. 30

D. 60

E. 20

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 81

Permission sets can replace the need for profiles.

A. True

B. False

Answer: B ([LEAVE A REPLY](#))

Section: Volume A

NEW QUESTION: 82

When you delete a parent record, you will also delete the child record if that child record has a lookup relationship to the deleted record:

A. True

B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 83

What should a system administrator consider when deleting a custom field? Choose 3 answers.

A. Deleted fields and values can be restored from the recycle bin within 15 days

B. Fields must be removed from page layouts after being deleted

C. Existing field values must be transferred to a new custom field

D. Field values should be backed up before a field is deleted

E. Fields used in workflow and assignment rule cannot be deleted

Answer: A,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 84

The Cloud kicks sales manager wants to boost productivity by providing insights at the start of each day.

Which three sales-specific standard Lightning components should administrator add to the homepage to meet this requirement?

Choose 3 Answers.

- A. Key Deals
- B. Path
- C. Assistant
- D. Activities
- E. Performance chart.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 85

What is the significance of Primary Master - Detail Relationship in a Junction Object?

- A. Look and Feel is inherited from Primary Master Object
- B. Record Ownership is inherited from Primary Master Object
- C. No such Significance
- D. Both A & B

Answer: D ([LEAVE A REPLY](#))

Topic 5, Volume E

NEW QUESTION: 86

When you click Printable view , the report will display in a print ready format in Excel?

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 87

Identify the true statements about the workflow approval process?

- A. When a record is submitted for approval the Admin can edit the record
- B. You can forward an email approval request to another email address
- C. The approvers delegate can also approve a request
- D. Approvers can view an approval request from their home page
- E. Approvers can only access an approval page from the application

Answer: A,D ([LEAVE A REPLY](#))

Section: Volume C

NEW QUESTION: 88

Which action type is represented by an icon in the process visualizer? Choose 2 answers

- A. Request rejection details
- B. View recall details
- C. Start a new task
- D. Send an email alert

Answer: ([SHOW ANSWER](#))

Section: Volume D

NEW QUESTION: 89

What does the default locale impact?

A. The format of date and number fields.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 90

How many fields can be enabled for tracking on a custom Object?

A. 40

B. 10

C. 20

D. 30

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 91

A Platform Administrator at Cloud Kicks has created a screen flow to help service reps ask the same set of questions when customers call in with issues. This screen should be visible from cases. How should the administrator distribute the screen flow?

A. Page Layout

B. Home Page

C. Lightning Page

D. Component Filter

Answer: C ([LEAVE A REPLY](#))

To make a Screen Flow available to users on a specific record, such as a Case, the Platform Administrator should add the Flow component to the Lightning Record Page. Using the Lightning App Builder, the admin can drag the Flow component onto the page and select the specific " Service Question " flow from the list⁸⁸⁸⁸. This allows the flow to be embedded directly into the workspace where the service reps are already looking at case details⁹. While flows can be placed on a Home Page (Option B), that would not provide the case-specific context needed for the reps¹⁰. Page Layouts (Option A) are used for standard fields and related lists but do not natively host dynamic screen flow components¹¹. Component Filters (Option D) are used to show or hide the flow based on certain criteria, but the distribution itself is handled by placing it on the Lightning Page¹².

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NEW QUESTION: 92

What are the two main parts of WF?

- A. Rules and Actions
- B. Rules and Tasks
- C. Email Alerts and Field updates
- D. Actions and Time triggers

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 93

FILL BLANK

Determine if the description is Master/Detail or Lookup: No inherited sharing:

Answer:

Lookup

NEW QUESTION: 94

How is the expected revenue calculated in the opportunity?

- A. Amount multiplied by the total price of all opportunity line items
- B. Opportunity Amount multiplied by the probability
- C. The sales price on any line item times the probability of the opportunity
- D. Amount multiplied by the discount percent

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 95

Cloud Kicks has a team of product owners that need a space to share feedback and ideas with just the product team.

How should the administrator leverage Salesforce to help the team collaborate?

- A. Add Activity History to document tasks.
- B. Configure a Chatter Public Group.
- C. Use Quick Actions to log communication.
- D. Create a Chatter Private Group.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 96

Users at Cloud Kicks want to be able to create a task that will repeat every two weeks.

What should an administrator do to meet the requirement?

- A. Flow to create recurring tasks.
- B. Turn on Recurring Activities.

- C. Enable Creation of Recurring Tasks.
- D. Workflow rule to create recurring tasks.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 97

Is it possible for a user to see different Set of data in Report and in a Dashboard based on the same Report?

- A. No
- B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

The Administrator at Cloud Kicks need to automatically route support cases, regardless of how they are created, to a queue based on case priority.

What tool should the administrator use?

- A. Email-to-Case
- B. Assignment Rules
- C. Auto-Response Rules
- D. Web-to-case

Answer: B ([LEAVE A REPLY](#))

Assignment rules are tools that allow administrators to automatically route records to users or queues based on certain criteria. For example, an assignment rule can assign cases to different queues based on case priority, origin, type, or other fields. Assignment rules can be triggered when records are created manually, via email, web, or API. Assignment rules consist of multiple rule entries that define the criteria and actions for each assignment scenario. References: https://help.salesforce.com/s/articleView?id=sf.customize_leadrules.htm&type=5https://help.salesforce.com/s/articleView?id=sf.customize_casesupport_assign.htm&type=5

NEW QUESTION: 99

Which statement is true if a custom fiscal year is enabled? (2 answers)

- A. The custom fiscal year setting CANNOT be disabled
- B. The defined custom fiscal year only affects forecasts
- C. The custom fiscal year automatically updates product schedules.
- D. The custom fiscal year must be defined manually

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 100

What user interface setting must be enabled for users to edit records in a list view? (2 answers)

- A. Inline editing

- B. Enhanced lists
- C. Enhanced page layout editor
- D. Enhanced profile list views

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 101

What feature allows a user to group campaigns within a specific marketing program or initiative?

- A. Campaign members
- B. Campaign lists
- C. Campaign hierarchy
- D. Campaign influence

Answer: C ([LEAVE A REPLY](#))

Explanation

A campaign hierarchy allows you to group campaigns together within a specific marketing program or initiative, which enables you to analyze related marketing efforts more efficiently.

https://help.salesforce.com/articleView?id=campaigns_viewhierarchy.htm&type=5

NEW QUESTION: 102

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

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

Choose 2 answers

- A. Configure a custom lookup field for shoe designs on the Product object.
- B. Use the standard object for designs.
- C. Add a custom master-detail field for shoe designs on the Product object,
- D. Create a custom object for shoe designs.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 103

The Cloud Kicks sales manager wants to boost productivity by providing insights at the start of each day.

Which three sales-specific standard Lightning components should administrator add to the homepage to meet this requirement?

Choose 3 Answers.

- A. Activities
- B. Path
- C. Assistant
- D. Key Deals
- E. Performance chart.

Answer: A,C,D (LEAVE A REPLY)

The correct answers are A, C, and D - Activities, Assistant, and Key Deals.

Activities component provides a quick view of the user's scheduled activities for the day, which can improve productivity by helping the user plan their day accordingly.

Assistant component provides insights and recommended actions based on the user's data, which can help the user prioritize their tasks and improve their effectiveness.

Key Deals component provides a summary of the user's important deals, which can help the user focus on closing deals that are most likely to contribute to their sales goals.

Path and Performance Chart are not sales-specific components and may not be as relevant to the sales manager's productivity goals.

NEW QUESTION: 104

How long does a backup data export remain on Salesforce CRM before it is automatically deleted?

- A. 48 hours
- B. 12 hours
- C. 24 hours

Answer: C (LEAVE A REPLY)

NEW QUESTION: 105

An administrator at Cloud Kicks is building a flow that needs to search for records that meet certain conditions and store values from those records in variable for use later in the flow.

What flow element should the administrator add?

- A. Assignment
- B. Get Records
- C. Create Records
- D. Update Records

Answer: B (LEAVE A REPLY)

Get Records is a flow element that allows you to retrieve one or more records from an object that meet certain conditions and store them in a collection variable or a record variable for use later in the flow. You can also choose which fields from those records you want to store in variables. References: https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_data_getrecords.htm&type=5

NEW QUESTION: 106

When creating a custom report type all objects display in the Primary Object drop-down list, including those you do not have permission to view. For example, even if you don't have permission to view leads, leads are available in the Primary Object drop-down list so that you can build lead report types for other users.

- A. True

B. False

Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 107

The administrator at Ursa Major Solar has just finished creating new hot Account reports that filter Accounts that were modified this year with a rating of hot. The report was shared with the entire sales team. Some users are seeing some Accounts that have NOT been modified since last year and other Accounts where the rating is cold.

What should the administrator do to ensure that the report works as intended for all users?

- A. Lock the report filters.
- B. Create the report in a private folder.
- C. Create a filter using bucketing.
- D. Use a cross-object filter.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 108

An administrator supporting a global team of salesforce users has been asked to configure company settings.

Choose 2 options

- A. Login Hours
- B. Currency Locale
- C. Password Policy
- D. Default Language

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 109

CORRECT TEXT

How does a Profile differ from a Role?

Answer:

Profile

controls what a user can do (read, create, edit, delete) with records

NEW QUESTION: 110

A Universal Containers (UC) Administrator has created a new Lightning record page for the Sales team to display a report chart embedded on the Account page. There are no Record Types for Account at this time.

Which step should the Administrator take to make this page the default view of the UC app for the Sales team without impacting the Support team?

- A. Create an Account Record Type and make the page the default object record page.
- B. Make the page the default object record page for the UC app for the Sales profile.
- C. Make the page the default object record page for the UC app.
- D. make the page the org default.

Answer: B ([LEAVE A REPLY](#))

Section: Volume J

NEW QUESTION: 111

The administrator at Cloud Kicks created a new field for tracking returns on their new cloud shoe. A user has submitted a case to the administrator indicating that the new field is unavailable.

Which two steps should an administrator do to troubleshoot this issue?

Choose 2 answers

- A. Ensure that the page layout for the user's profile has been updated.
- B. Run the setup audit trail for the organization.
- C. Update the organization wide default for the object.
- D. Review the field level security of the field for the user profile

Answer: (SHOW ANSWER)

Page layout and field level security are two factors that determine whether a user can see a new field on a record. To troubleshoot this issue, the administrator should ensure that the page layout for the user's profile has been updated to include the new field and that the field level security of the field for the user profile allows read or edit access. References:

https://help.salesforce.com/s/articleView?id=sf.customize_layoutoverview.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.admin_fls.htm&type=5

NEW QUESTION: 112

User A modifies a record. This modification triggers a workflow rule for immediate execution that includes a field update on the current record. After the execution is complete, what user will be listed under the Last Modified field of this record?

- A. The designated workflow user
- B. User A
- C. The default workflow user
- D. The last user to modify the record prior to User A

Answer: (SHOW ANSWER)

NEW QUESTION: 113

What is Force.com Platform? Choose 3 answers:

- A. Customize, integrate and create enterprise applications as a service and without software.
- B. Point-and-click customization tool
- C. Customize standard applications provided by Salesforce.com or build their own on-demand applications
- D. Modify the applications to meet your needs - (No- Coding)
- E. Group standard and custom tabs into new custom applications

Answer: ([SHOW ANSWER](#))

Section: Volume C

NEW QUESTION: 114

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.

Answer: B,D ([LEAVE A REPLY](#))

To prevent users from selecting more than one value on a picklist field, the administrator needs to change the field type from a multi-select picklist to a regular picklist, and select the "Choose only one value" checkbox on the field definition page. This will ensure that only one value can be selected on the record page and in reports and filters. References: https://help.salesforce.com/s/articleView?id=sf.customize_picklists.htm&type=5

NEW QUESTION: 115

Which of the following can be used to create a back up of data from Salesforce?

- A. Weekly Data Export
- B. Data Loader
- C. Import Wizard
- D. Reports
- E. Dashboards

Answer: ([SHOW ANSWER](#))

Section: Volume A

Explanation/Reference:

NEW QUESTION: 116

Workflow rules can be triggered any time a record is saved or created, depending on your rule criteria:

A. True

B. False

Answer: ([SHOW ANSWER](#))

Section: Volume G

NEW QUESTION: 117

Standard picklists can be the controlling field but not the dependent in a field dependency:

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

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