



# ADM-201<sup>Q&As</sup>

Administration Essentials for New Admins

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### QUESTION 1

What objects in the Org Wide Defaults allow you to do a public read/write/transfer?

A. Leads and cases

Correct Answer: A

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### QUESTION 2

In a private sharing model, the following can be used when Role Hierarchy alone isn't sufficient when providing record access to users (choose all that apply)

A. Forecasting

B. Sharing rules

C. Manual Sharing

D. Teams (Account, Sales and Case)

E. Apex Triggers

Correct Answer: BCD

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### QUESTION 3

Universal Containers has two sales groups. Each group has its own unique sales process.

How can an administrator ensure that sales representatives have access to only the stages relevant to their process when working on opportunities?

A. Multi-select picklists

B. Record types

C. Page layouts

D. Roles

Correct Answer: B

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### QUESTION 4

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

A. True



B. False

Correct Answer: A

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#### QUESTION 5

Cloud Kicks is working on a better way to track its product shipments utilizing Salesforce. Which field type should an administrator use to capture coordinates?

- A. Geofence
- B. Geolocation
- C. External lookup
- D. Custom address

Correct Answer: B

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