



ADM-201^{Q&As}

Administration Essentials for New Admins

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QUESTION 1

The SideBar search does not Search the following: Choose 3 answers

- A. Custom Objects
- B. Documents
- C. Products
- D. Reports
- E. Solutions

Correct Answer: BCE

QUESTION 2

This type of relationship links two objects together, but it has no effect on deletion, record ownership, or security, and the lookup relationship field is not required in the page layout.

- A. Lookup Relationship
- B. Master-Detail Relationship
- C. Master-Detail-Sub detail Relationship

Correct Answer: A

QUESTION 3

Which one of the following is a salesforce.com definition for a Lead?

- A. Any person, organization or company that may be interested in your products and services, not yet customers
- B. An organization, individual or company involved with your business such as customers, competitors and partners
- C. Any potential revenue-generating event i.e. "sales deal"
- D. Any individual or influencer associated with an account

Correct Answer: A

QUESTION 4

Forecasting can be used with Custom Fiscal Years.

- A. True



B. False

Correct Answer: B

QUESTION 5

What happens if you add a picklist value to a field when there are multiple record types?

A. You will be prompted to select the record type that should include the new value.

Correct Answer: A

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