



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

Administration Essentials for New Admins





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### QUESTION 1

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

Correct Answer: B

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### QUESTION 2

The administrator at AW Computing wants Account details, related lists, and Chatter feeds to each appear on separate tabs when viewing an Account. Which type of page should the administrator create?

- A. Lightning app page
- B. Lightning record page
- C. Lightning page tab
- D. Lightning page component

Correct Answer: C

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### QUESTION 3

What are true for the data loader?

- A. It deduplicates and inserts records
- B. It comes installed with salesforce.com application
- C. It can load all objects, including custom objects
- D. It cannot load custom objects
- E. It generates an error report after the loading



Correct Answer: CE

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#### QUESTION 4

Workflow rules never trigger on converted leads

- A. True
- B. False

Correct Answer: A

Workflow rules only trigger on converted leads if validation and triggers for lead convert are enabled in your organization.

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#### QUESTION 5

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

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

Correct Answer: C

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