ADM-211^{Q&As}

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QUESTION 1

Explain the 4 primary steps in the typical de-dupe process

Correct Answer: Check the answer in explanation.

1.

 Establish what qualifies as a duplicate.

2.

 Find a common identifier.

3.

 Determine which other fields and methods can be used to de-dupe.

4.

 Merge the losing records into the winning record.

QUESTION 2

List"clicks" and "code" options at the \\'Business Logic\\' level.

Correct Answer: Clicks: Workflow, Validation Rules, Assignment Rules. Code: S-Controls, Web Controls, Apex. Web Services API

QUESTION 3

What sales force labs dashboards are available for free on App Exchange?

Correct Answer: Check the answer in explanation.

1.

 Leads and Opportunity Dashboards

2.

 Sales Activity Dashboards

3.

 PRM Channel Sales

4.

Services and Support

5.

Marketing Target Dashboards

6.

Marketing Metrics Dashboards

7.

Sales KPI Dashboards

QUESTION 4

Describe the properties and considerations for Master Detail Relationship records/fields.

Correct Answer: The relationship field is required on all detail records. Once the value of the relationship field has been saved, it cannot be changed. The ownership and sharing of a detail record are determined by the master record. When a user deletes the master record, all detail records are deleted. You can create rollup summary fields on the master record to summarize the detail records.

QUESTION 5

A Sales force object can exist independent of an application.

A. True

B. False

Correct Answer: A

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