



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

Administrative Essentials for New Admins in Lightning Experience

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#### QUESTION 1

Which report format summarizes data in a grid against horizontal and vertical criteria and provides totals for both rows and columns?

- A. Summary
- B. Matrix
- C. Tabular

Correct Answer: B

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#### QUESTION 2

Validation rules may evaluate an opportunity line item against the opportunity it's associated with

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

When a Lead is converted, an Account, Contact and \_\_\_\_\_ record are created.

- A. Lead
- B. Case
- C. Campaign
- D. Opportunity

Correct Answer: D

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#### QUESTION 4

When creating a Many-to-Many relationship you will need to use a

- A. Junction Object
- B. Lookup Field
- C. Sharing Rules
- D. Workflow Field update



Correct Answer: A

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#### QUESTION 5

Universal Containers sells their products to wholesale partners and retail outlets. Each process has its own set of unique sales stages.

Which three features can an administrator customize for each opportunity stage? (Choose three.)

- A. Quota
- B. Probability
- C. Product Family
- D. Forecast Category
- E. Type

Correct Answer: ABD

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