



ADX-201^{Q&As}

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QUESTION 1

Select all that are custom field types. (check all that apply)

- A. Phone
- B. List Box
- C. Number
- D. Percent
- E. Email

Correct Answer: ACDE

QUESTION 2

Which information not captured on user record in Salesforce?

- A. Locale
- B. Hire date
- C. Employee number
- D. Delegated approval

Correct Answer: B

QUESTION 3

What can stop a scheduled report-dashboard run?

- A. The report is scheduled for every week
- B. There is another report to be run 15 mins before that
- C. The running user does not have access to the dashboard folder
- D. The report is saved in a folder you do not have access to

Correct Answer: C

QUESTION 4

On Lead Conversion, the Close Date of the newly created opportunity is automatically set to?

- A. Blank



- B. Today
- C. Last Day of Current Quarter
- D. Last Day of Current Month
- E. Last Day of Current Year

Correct Answer: C

QUESTION 5

Anytime an Opportunity is moved to Closed Won, Sales reps at Universal Containers (UC) are supposed to create a record on a child object of Opportunities called Survey Request.

This action, however, does not always occur. Sales reps do not always populate all fields correctly.

Which tool should be used to remove permissions from Sales to create these records and automate record creation?

- A. Workflow
- B. Flow
- C. Process Builder
- D. Approvals

Correct Answer: C

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