



ADX-201C^{Q&As}

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QUESTION 1

What are the opportunity defaults when converting a lead to an opportunity?

- A. Stage Defaults to first option in the picklist, close date defaults to the last day in the quarter, and the amount defaults to blank
- B. Stage defaults to first option in the picklist, close date defaults to 3 months from conversion date, and amount defaults to blank
- C. User defines amount, close date, and stage upon conversion
- D. None of the above

Correct Answer: A

QUESTION 2

How many app exchange apps can you install in PE?

- A. 5
- B. 10
- C. 15
- D. 20

Correct Answer: A

QUESTION 3

A sales executive at Universal Containers wants to be notified whenever high-value opportunities are created for hot accounts.

What should an administrator do to meet this requirement?

- A. Create an escalation rule based on the opportunity amount.
- B. Create a workflow rule on the opportunity object.
- C. Create a validation rule that evaluates the account rating.
- D. Creating an auto-response rule on the opportunity object.

Correct Answer: B

QUESTION 4



The support team at Universal Containers wants to be more proactive about renewing support plans with customers. They would like the support representative dedicated to each account to be notified a month before the account's support plan expires.

What should an administrator configure to meet this requirement?

- A. Assignment rule
- B. Workflow rule
- C. Auto-response rule
- D. Escalation rule

Correct Answer: B

QUESTION 5

How many objects may be imported or updated using the Data Loader?

- A. 1
- B. 2
- C. 3
- D. 4
- E. 5
- F. 6

Correct Answer: A

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