Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

1. What should a system administrator use to disable access to a custom application for a group of users?

A. Profiles

B. Sharing rules

C. Web tabs

D. Page layouts - ✓✓A. Profiles

2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.

B. Create a lookup field from the manufacturer object to the model object.

C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?

A. Notify the product manager using opportunity update reminders.

B. Enable opportunity teams and allow users to add the product manager.

C. Use similar opportunities to show opportunities related to the product manager.

D. Enable account teams and allow users to add the product manager. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

Salesforce Admin 201 Test Questions

Terry C. Jones

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Table of Contents Salesforce Admin 201 Test Questions

1. Understanding the eBook Salesforce Admin 201 Test Questions
    - The Rise of Digital Reading Salesforce Admin 201 Test Questions
    - Advantages of eBooks Over Traditional Books
2. Identifying Salesforce Admin 201 Test Questions
    - Exploring Different Genres
    - Considering Fiction vs. Non-Fiction
    - Determining Your Reading Goals
3. Choosing the Right eBook Platform
    - Popular eBook Platforms
    - Features to Look for in an Salesforce Admin 201 Test Questions
    - User-Friendly Interface
4. Exploring eBook Recommendations from Salesforce Admin 201 Test Questions
    - Personalized Recommendations
    - Salesforce Admin 201 Test Questions User Reviews and Ratings
    - Salesforce Admin 201 Test Questions and Bestseller Lists
5. Accessing Salesforce Admin 201 Test Questions Free and Paid eBooks
    - Salesforce Admin 201 Test Questions Public Domain eBooks
    - Salesforce Admin 201 Test Questions eBook Subscription Services
    - Salesforce Admin 201 Test Questions Budget-Friendly Options

6. Navigating Salesforce Admin 201 Test Questions eBook Formats
    - ePub, PDF, MOBI, and More
    - Salesforce Admin 201 Test Questions Compatibility with Devices
    - Salesforce Admin 201 Test Questions Enhanced eBook Features
7. Enhancing Your Reading Experience
    - Adjustable Fonts and Text Sizes of Salesforce Admin 201 Test Questions
    - Highlighting and Note-Taking Salesforce Admin 201 Test Questions
    - Interactive Elements Salesforce Admin 201 Test Questions
8. Staying Engaged with Salesforce Admin 201 Test Questions
    - Joining Online Reading Communities
    - Participating in Virtual Book Clubs
    - Following Authors and Publishers Salesforce Admin 201 Test Questions
9. Balancing eBooks and Physical Books Salesforce Admin 201 Test Questions
    - Benefits of a Digital Library
    - Creating a Diverse Reading Collection Salesforce Admin 201 Test Questions
10. Overcoming Reading Challenges
    - Dealing with Digital Eye Strain
    - Minimizing Distractions
    - Managing Screen Time
11. Cultivating a Reading Routine Salesforce Admin 201 Test Questions
    - Setting Reading Goals Salesforce Admin 201 Test Questions
    - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Salesforce Admin 201 Test Questions
    - Fact-Checking eBook Content of Salesforce Admin 201 Test Questions
    - Distinguishing Credible Sources
13. Promoting Lifelong Learning
    - Utilizing eBooks for Skill Development
    - Exploring Educational eBooks
14. Embracing eBook Trends
    - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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