

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

Yicheng Fang



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Agentforce Martin Kihn, 2025-06-17 Introducing AI agents: the groundbreaking third wave of AI's integration in the workforce. Agentforce: Harnessing the Agency of AI to Scale Grow and Lead Any Industry tells you how companies can create and control their own AI agents and build a virtual workforce. It goes behind the scenes on how Salesforce built a platform to drive AI agents solving problems like hallucinations and bias through a framework that gives agents strict roles, data sources, actions, guardrails, and channels to reach customers. This book draws from extensive research and exclusive access to Salesforce's leaders and their ambitious plan to dominate the race to develop and own the AI agent space. In this book, readers will find information on AI agents as a third wave of AI development that goes far beyond simple chatbots and co-pilots through harmonized data, Retrieval Augmented Generation (RAG), and Salesforce's innovative Atlas Reasoning Engine. Steps to develop prompt guidance, topic creation, areas of work, explicit instructions, and a menu of actions allowed. Salesforce customers such as Saks and OpenTable that are already using AI agents with success. The effects of AI and automation on the job market. Agentforce: Harnessing the Agency of AI to Scale Grow and Lead Any Industry is an indispensable forward-thinking resource on the subject for all leaders in business seeking to supercharge their organizations' initiatives through the latest developments in a rapidly advancing field.

Practice Questions For Salesforce Administrator Certification Case Based - Latest Edition Exam Og, 2023-03-07 The Practice Questions for Salesforce Administrator Certification Case Based Latest Edition is a comprehensive guidebook that is designed to help you prepare for the Salesforce Administrator certification exam. The book is written in a clear and concise manner and is filled with practice questions and case studies that will help you to understand the concepts of Salesforce administration. The book is divided into different sections covering all the key topics of the Salesforce Administrator certification exam. Each section starts with an introduction to the topic and is followed by a series of practice questions that

are based on real world scenarios The questions are designed to test your knowledge of the topic and to help you identify areas where you may need to focus your studies The case studies included in the book are based on real world scenarios and are designed to help you understand how to apply the concepts of Salesforce administration in a practical setting The case studies cover different industries and business processes allowing you to gain a broad understanding of how Salesforce can be used to support different types of organizations The book also includes detailed explanations of the answers to each practice question helping you to understand the reasoning behind each answer This is particularly useful when you are struggling to understand a concept or need further clarification on a particular topic Whether you are a beginner looking to start your journey towards Salesforce Administrator certification or an experienced Salesforce professional looking to brush up on your knowledge this book is an essential resource for anyone looking to pass the Salesforce Administrator certification exam With its comprehensive coverage of all the key topics practice questions and case studies this book is sure to help you succeed in your certification journey

Network World, 2001-10-01 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce

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(Adrian Hon), 2024-03-28 Gizmodo Lucien Chen King PlayStation Electronic Arts Uber App App gamification Uber Martin Ford J Bradford DeLong Anne Helen Petersen BuzzFeed Can t Even How Millennials Became the Burnout Generation David Sax The Revenge of Analog Real Things and Why They Matter

Introduction to Salesforce Administration and Configuration (SPADM-203) Steve Wasula, Stony Point, 2013-08-16 This book is designed to accompany the Introduction to Salesforce Administration and Configuration SPADM 203 class offered by Stony Point The book is simply a print out of the slides used in the class with room for a student to take notes A student in the class will learn basic and advanced administration configuration and development skills The book contains valuable real world scenarios discovery questions and exercises that may be useful for anyone preparing to sit for either the Salesforce Certified Administrator or the Force.com Certified Developer exam Particularly useful are the 120 sample exam questions now included in the book To get full value out of the material Stony Point highly recommends taking the class instead of simply purchasing the book as a stand alone tool The class itself is delivered by a senior instructor with many years of real world experience as a Salesforce administrator

and or a developer This class is specifically designed to prepare students to pass the both the Salesforce Certified Administrator Exam and the Force com Certified Developer exam This book and the class present a broad range of topics cover just about everything on which a student will be tested These topics include but are not limited to security sharing data management customization configuration data validation workflow rules approval processes the Force com architecture and the model view controller design pattern There is in depth coverage of system security topics such as Users Licenses Profiles Field Level Security Permission Sets Record Security Organization Wide Defaults Role Hierarchy Roles Sharing Rules Account Teams Sales Teams Case Teams Queues The object model related to sales force automation marketing automation case management and the community application is thoroughly covered with detailed sections on Accounts Contacts Opportunities Products Price Books Leads Campaigns Cases and Solutions This book includes information and exercises related to all automation features including formula fields workflow rules validation rules escalation rules assignment rules and approval process Finally topics concerning data management integration and analytics will be covered in depth including exercises to reinforce all the major concepts As a participant in the class each student will be given a practice learning environment to use during hands on exercises during the class The student will be able to use this learning environment indefinitely after the class without any additional fee Stony Point is a leading provider of Salesforce training for sales people customer service personnel marketers system administrators developers and consultants Stony Point delivers public and private classes virtually and in person at locations throughout the world Please visit www.stonyp.com for more information on the classes and services offered

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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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