

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.

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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

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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 covering 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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




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