

# **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

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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.

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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

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