

ADX-201^{Q&As}

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QUESTION 1

Up to 25 custom lookup fields can be defined per object.

- A. True
- B. False

Correct Answer: A

QUESTION 2

Accounts can be created by converting a lead to an opportunity, or by manual entry.

- A. True
- B. False

Correct Answer: A

QUESTION 3

You can only use standard fields when generating email and mail merge documents for leads or contacts.

- A. True
- B. False

Correct Answer: A

QUESTION 4

What are the methods to automate leads?

- A. Web-To-Lead, Email Templates, Auto response rules

Correct Answer: A

QUESTION 5

Do Validation rules get enforced on the Lead Conversion?

- A. Yes
- B. No

Correct Answer: B

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