

# ADX-201C<sup>Q&As</sup>

Administrative Essentials for New Admins in Lightning Experience +

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**QUESTION 1**

How is the expected revenue calculated in the opportunity?

- A. Amount multiplied by the total price of all opportunity line items
- B. The sales price on any line item times the probability of the opportunity
- C. Opportunity Amount multiplied by the probability
- D. Amount multiplied by the discount percent

Correct Answer: C

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**QUESTION 2**

You must run the report before you can print or export it because the Printable View and Export details buttons are not available in the report builder.

- A. True
- B. False

Correct Answer: A

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**QUESTION 3**

Customer Portal users can view the tags section of a page, if it is included in a page layout.

- A. True
- B. False

Correct Answer: B

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**QUESTION 4**

When you Delete a lead from a campaign, it deletes the lead record itself.

- A. True
- B. False

Correct Answer: B

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**QUESTION 5**

What are two considerations for sharing email template folders? (Choose two.)

- A. Sharing on Lightning email templates is inherited from the folder it is in.
- B. Sharing a folder shares all subfolders in that folder.
- C. Subfolders are shared separately from the parent folder.
- D. Lightning email templates support packaging.

Correct Answer: AB

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**QUESTION 6**

Which statement about custom summary formulas is true?

- A. Reports can be grouped by a custom summary formula result
- B. Custom summary formulas can reference a formula field within a report
- C. Custom summary formulas can reference another custom summary formula
- D. Custom summary formulas can be used in a report built from a custom report type

Correct Answer: BD

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**QUESTION 7**

Which field on the user record controls the currency for quotas, forecasts, and reports?

- A. Default Currency ISO code
- B. Locale
- C. Currency
- D. Information Currency

Correct Answer: C

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**QUESTION 8**

What is the Impact on a User of the Organization level Locale Changes?

- A. The default Locale of the user is also set to the new Organization Level locale
- B. The User is asked for a Choice; if he would like to choose New Organization Locale or his own Locale
- C. No Impact on the User as he keeps using his own default Locale
- D. From a new session, user will see everything in the New Organization Locale

Correct Answer: C

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**QUESTION 9**

With the "manage campaign" button on campaign selected, what all can you do with the integrated campaign builder?  
Select 2

- A. Import new leads and add it to campaign
- B. Associate opportunities to the campaign
- C. Associate existing contacts to the campaign
- D. Associate upto 50000 existing leads to the campaign

Correct Answer: AD

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**QUESTION 10**

Is it possible to have Sidebar search enabled with Global Search?

- A. Yes
- B. No

Correct Answer: B

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**QUESTION 11**

Which Sales Cloud Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

- A. Cloud Scheduler Enhancements.
- B. Email Attachment Enhancements
- C. Activity Attachment Enhancements
- D. Email Association Enhancements.
- E. Salesforce Mobile Usage Data in Custom Report Types.
- F. Email to Salesforce Enhancements.

Correct Answer: AE

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**QUESTION 12**

Multiple record types may be created for every tab with the exception of:

- A. Home Tab
- B. Forecast Tab
- C. Documents Tab
- D. Leads Tab
- E. Report Tab

Correct Answer: ABCE

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**QUESTION 13**

A role has many to many relationships with the user?

- A. True
- B. False

Correct Answer: B

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**QUESTION 14**

How does the Import Wizard perform matching when updating records?

- A. By Salesforce ID

Correct Answer: A

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**QUESTION 15**

All of the following are true about Validation Rules EXCEPT:

- A. All active validation rules are run each time at save
- B. Validation rules are not enforced on existing data. They only run during subsequent record creation / updates
- C. You can enter records through Data Loader bypassing the Validation Rules
- D. Multiple error messages may be displayed at one time
- E. Validation rules can be activated / deactivated by admin

Correct Answer: C

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