ADM-201

Administration Essentials for New Admins

DEMO

QUESTION NO: 1

Inline editing updates the field when

A. The field is saved/updated
B. When the record is saved/updated
C. When the return key is pressed
D. None of the above

Answer: B
Explanation:

QUESTION NO: 2

If a company opts to use Custom Fiscal Years, they cannot use the standard forecasting option.

A. True
B. False

Answer: A
Explanation:

QUESTION NO: 3

Which of the following are not standard objects?

A. Opportunities
B. Solutions
C. Job Applicants
D. Accounts
E. Campaigns

Answer: C
Explanation:

QUESTION NO: 4

Which of the following are part of the Service Cloud offering?

A. Opportunities
B. Knowledge
C. Entitlements
D. Campaigns
E. Quotes

Answer: B,C
Explanation:

QUESTION NO: 5

Locale settings control how users view date formats, time formats and number formats.

A. True
B. False

Answer: A
Explanation:

QUESTION NO: 6

If the company locale is set to US English, all users will have a default locale of US English and this cannot be changed.

A. True
B. False

Answer: B
Explanation:

QUESTION NO: 7

If your company's fiscal year follows the Gregorian calendar, you must use Custom Fiscal Years.

A. True
B. False

Answer: B
Explanation:

QUESTION NO: 8

In order to enable multi-currency feature in Salesforce, you must

A. Contact Salesforce.com
B. Check the Enable Multi-currency checkbox in your Chatter profile
C. Operate your business in at least two different countries
D. You cannot enable this feature once you've implemented Salesforce.

Answer: A
Explanation:

QUESTION NO: 9

Which feature effectively allows you to "lock" the converted amount on closed opportunities?

A. Locale
B. Company Profile
C. Multi-currency
D. Advanced Currency Management
E. None of the above

Answer: D
Explanation:

QUESTION NO: 10

User interface settings are global settings and apply to all users of an org.

A. True
B. False

Answer: A
Explanation: