

# Demo Questions

## SALESFORCE ADX-201 Exam

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### Salesforce Administrative Essentials for New Admins in Lightning Experience Exam

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#### Question: 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

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**Answer: B**

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#### Question: 2

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

- A. True
- B. False

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**Answer: A**

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#### Question: 3

Which of the following are not standard objects?

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

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**Answer: C**

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**Question: 4**

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

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

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**Answer: B, C**

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**Question: 5**

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

- A. True
- B. False

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**Answer: A**

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**Question: 6**

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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

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**Answer: B**

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**Question: 7**

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

- A. True
- B. False

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**Answer: B**

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**Question: 8**

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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.

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**Answer: A**

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**Question: 9**

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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

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**Answer: D**

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**Question: 10**

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

- A. True
- B. False

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**Answer: A**

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**Question: 11**

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Which of the following are true about List Views?

- A. Save list views for future use.
- B. Specify which groups of users have access to the list view.
- C. Print list views.
- D. Follow records and view related Chatter posts.
- E. Export List View data to Excel
- F. All of the above

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**Answer: A, B, C, D**

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**Question: 12**

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A \_\_\_\_\_ defines a collection of settings and permissions that determines what users can see in the user interface, and what they can do.

- A. Role
- B. Chatter feed
- C. Profile
- D. Company Profile

**Answer: C**

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**Question: 13**

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Which of the following is not a standard Profile?

- A. System Administrator
- B. Read only
- C. Marketing Director
- D. Partner Portal User
- E. Standard Administrator

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**Answer: C, D, E**

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