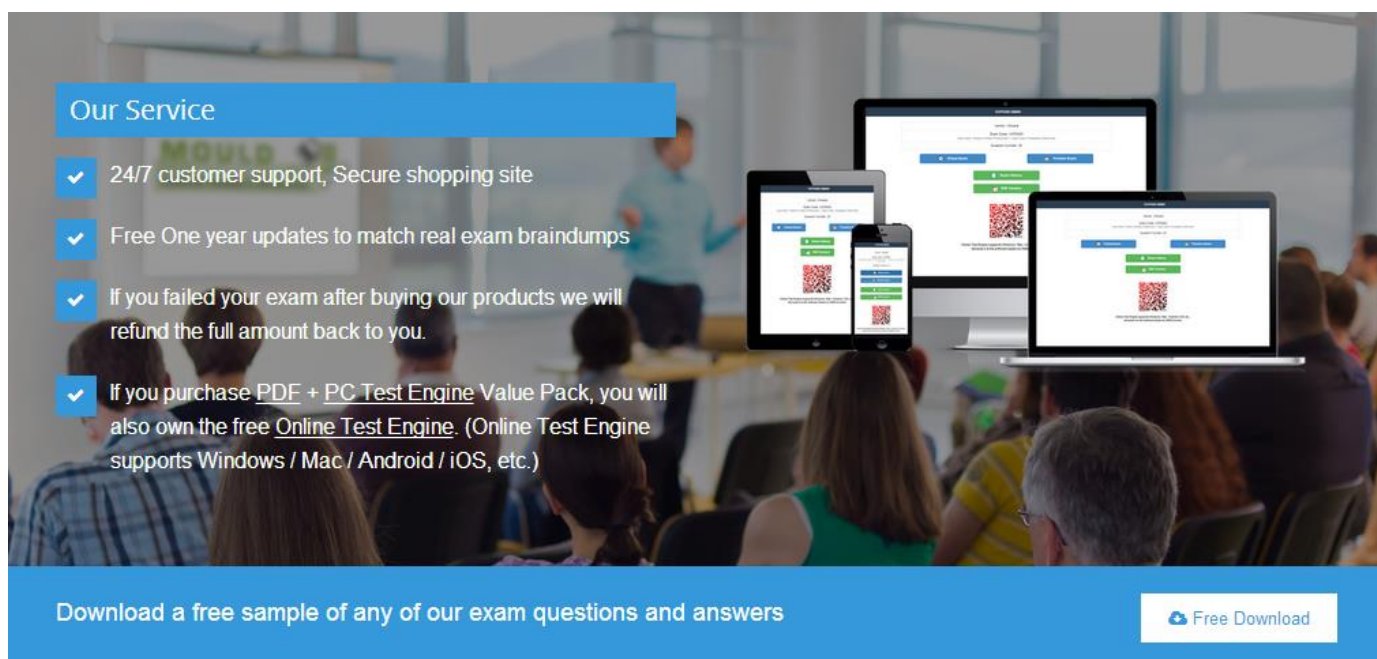


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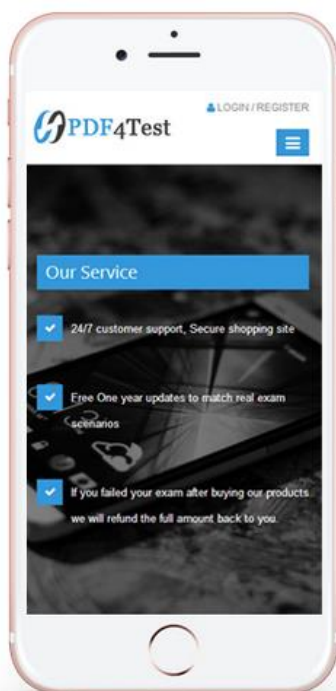
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Exam : **ADM-211**

Title : Administration Essentials for Experienced Admin

Vendor : Salesforce

Version : DEMO

NO.1 Which of the following are other approaches to using the built in wizards for mass-deleting records?

Select all that apply:

- A. Reports
- B. Weekly Export
- C. Data Loader
- D. Excel Connector

Answer: C,D

NO.2 What is true about Custom Button? Choose 2

- A. It is displayed on right side of standard button
- B. It is displayed on top or page layout
- C. It is displayed on top and bottom of page layout
- D. It is displayed on left side of standard button

Answer: A,C

NO.3 What are the two major pieces to most s-controls?

- A. HTML (Visual Presentation)
- B. CSS Style Sheet
- C. Javascript (Function /Code)
- D. IFrame

Answer: A,C

NO.4 What can be customized in content?(choose 2)

- A. Content type
- B. Validation rules
- C. Page layouts
- D. Content Value

Answer: A,B

NO.5 Universal Containers wants all of its sales representatives to use a standard format in Microsoft Word for communicating price quote information to its customers.

- A. Create and upload a sample quote document to the Documents tab; point sales representatives to this document
- B. Create and upload an email template to Sales force; train sales representatives how to leverage it via Connect for Outlook.
- C. Create and upload a mail merge template to Sales force; training sales representatives how to leverage it via connect for outlook

Answer: C

NO.6 When should you consider the System Debug Log?

Choose 3 answers.

- A. Workflow Rules

- B. Custom Formula Fields
- C. Assignment Rules
- D. Escalation Rules

Answer: A,C,D

NO.7 What are the three types of S-Controls?

- A. HTML, Component, Controller
- B. A J AX, Component, Controller
- C. HTML, Snippet, URL
- D. AJAX, Snippet, URL

Answer: C

NO.8 What are the types of items measured by the Sales force Labs Adoption Dashboards?

Select all that apply:

- A. User logins
- B. Closed won opportunities
- C. Call activity
- D. Data quality

Answer: A,C,D

NO.9 What type of information can be recorded in a debug log?(Select a ll that apply)

- A. Workflow
- B. Data Storage
- C. Validation
- D. Database
- E. License

Answer: A,C,D

NO.10 What is not possible using Declarative Programming language?

- A. Create : Create a new Record
- B. Update : Auto Update the fields in the Record with Dynamic Values
- C. Integration : Send Message to external System
- D. Delete ; Delete existing Record

Answer: B

NO.11 Universal Containers require an approval process on Campaigns where campaigns required approving by Area managers. Once the Campaign submitted for approval which of the following is true?

- A. User can update actual cost in campaign after it is submitted for approval.
- B. User can add campaign members after submitted for approval.
- C. Record is lock for editing and none of above option a and b are possible.
- D. None of above.

Answer: B

NO.12 In Sales force Territory* Management, a territory hierarchy is different from a role hierarchy in that it...

- A. grants login access to all users in a territory.
- B. supports assigning users to multiple territories.
- C. automatically assigns users to sales teams in the territory.
- D. gives users in a territory full edit access to all accounts in that territory.

Answer: B

Explanation:

Territory hierarchy is about assigning users to opportunities.

Role hierarchy is about broadening visibility to records up the chain of command so managers can see records owned by their subordinates

NO.13 Which should be used when coding Apex if the code is going to be reused by other developers?

- A. Classes
- B. Triggers
- C. Global Groups
- D. Managed Packages

Answer: A

NO.14 Which action is possible with Connect for Lotus Notes and Sales force for Outlook?

Choose 3 Answers

- A. Create accounts in Sales force
- B. Synchronize calendar appointments to Sales force
- C. Upload email attachments to Sales force
- D. Synchronize contacts and tasks to Sales force

Answer: B,C,D

NO.15 What is a benefit of web services?

- A. 30+ operations or methods supported
- B. Few Objects or Entities supported
- C. WSDL
- D. HTML based

Answer: A

NO.16 CORRECT TEXT

What sales force labs dashboards are available for free on App Exchange?

Answer:

- 1.Leads and Opportunity Dashboards
- 2.Sales Activity Dashboards
- 3.PRM Channel Sales
- 4.Services and Support
- 5.Marketing Target Dashboards

6. Marketing Metrics Dashboards

7. Sales KPI Dashboards