



# Salesforce ADM-201

**Salesforce Administrator Certification Questions  
& Answers**

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**ADM-201**

**[Salesforce Certified Administrator](#)**

**60 Questions Exam – 65% Cut Score – Duration of 105 minutes**



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## Discover More about the ADM-201 Certification

Are you interested in passing the Salesforce ADM-201 exam? First discover, who benefits from the ADM-201 certification. The ADM-201 is suitable for a candidate if he wants to learn about Administrator. Passing the ADM-201 exam earns you the Salesforce Certified Administrator title.

While preparing for the ADM-201 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The ADM-201 PDF contains some of the most valuable preparation tips and the details and instant access to useful [ADM-201 study materials just at one click](#).

## Salesforce ADM-201 Administrator Certification Details:

<b>Exam Name</b>	Salesforce Administrator
<b>Exam Code</b>	ADM-201
<b>Exam Price</b>	Registration fee: \$200 USD Retake fee: \$100 USD
<b>Duration</b>	105 minutes
<b>Number of Questions</b>	60
<b>Passing Score</b>	65%
<b>Recommended Training / Books</b>	<a href="#">Preparing for Your Salesforce Administrator Certification (CRT-101)</a> <a href="#">Administrative Essentials for New Admins in Lightning Experience (ADX-201)</a> <a href="#">Lightning Experience Administrative Essentials for New Admins (ADX-201E)</a> <a href="#">Trailhead Virtual Bootcamp for New Admins (TVB201)</a>
<b>Schedule Exam</b>	<a href="#">Kryterion Webassessor</a>
<b>Sample Questions</b>	<a href="#">Salesforce ADM-201 Sample Questions</a>
<b>Recommended Practice</b>	<a href="#">Salesforce Certified Administrator Practice Test</a>

## ADM-201 Syllabus:

Section	Objectives	Weights
<b>Configuration and Setup</b>	<ul style="list-style-type: none"> <li>- Describe the information found in the company settings (for example: company settings fiscal year, business hours, currency management, default settings).</li> <li>- Distinguish and understand the administration of declarative configuration of the User Interface. (for example: UI settings, app menu, list views, global actions, Lightning App Builder).</li> <li>- Given a scenario, demonstrate the proper setup and maintenance of users.</li> <li>- Explain the various organization Security Controls. (for example: Setup Audit Trail, Login Hours, Session Settings)</li> <li>- Given a user request scenario, apply the appropriate security controls based on the features and capabilities of the Salesforce sharing model. (for example: public groups, org wide default, sharing: roles, subordinates, hierarchy, report and dashboard folders)</li> <li>- Given a scenario, determine the appropriate use of a custom profile or permission set using the various profile settings and permissions.</li> </ul>	<b>20%</b>
<b>Object Manager and Lightning App Builder</b>	<ul style="list-style-type: none"> <li>- Describe the standard object architecture and relationship model. (for example: standard object, parent/child, master detail/lookup/junction relationships, and record types.)</li> <li>- Explain how to create, delete, and customize fields and page layouts on standard and custom objects, and know the implications of deleting fields.</li> <li>- Given a scenario, determine how to create and</li> </ul>	<b>20%</b>

Section	Objectives	Weights
	assign page layouts, record types and business processes for custom and standard objects.	
<b>Sales and Marketing Applications</b>	<ul style="list-style-type: none"> <li>- Given a scenario, identify the capabilities and implications of the sales process. (for example: sales process, opportunity, path, and forecast impact.)</li> <li>- Given a scenario, apply the appropriate sales productivity features using opportunity tools. (for example: dashboards, lead scoring, Einstein opportunity scoring, and home page assistant.)</li> <li>- Describe the capabilities of lead automation tools and campaign management. (for example: leads, lead convert, lead assignment rules, campaign and campaign members.)</li> </ul>	<b>12%</b>
<b>Service and Support Applications</b>	<ul style="list-style-type: none"> <li>- Describe the capabilities of case management. (for example: case, case assignment rules, and queues.)</li> <li>- Given a scenario, identify how to automate case management. (for example: support process, case auto-response rules, and case escalation.)</li> </ul>	<b>11%</b>
<b>Productivity and Collaboration</b>	<ul style="list-style-type: none"> <li>- Describe the capabilities of activity management.</li> <li>- Describe the features of Chatter.</li> <li>- Describe the capabilities of Salesforce Mobile App.</li> <li>- Identify use cases for AppExchange applications.</li> </ul>	<b>7%</b>
<b>Data and Analytics Management</b>	<ul style="list-style-type: none"> <li>- Describe the considerations when importing, updating, transferring, mass deleting, exporting and backing up data.</li> <li>- Describe the capabilities and implications of data validation tools.</li> <li>- Describe the options available when creating or customizing a report or report type.</li> <li>- Describe the impact of the sharing model on reports.</li> <li>- Describe the options available when creating and</li> </ul>	<b>14%</b>

Section	Objectives	Weights
	modifying dashboards (e.g., dashboard components, data sources, chart types, Subscribing, running user).	
<b>Workflow/Process Automation</b>	<ul style="list-style-type: none"> <li>- Given a scenario, identify the appropriate automation solution based on the capabilities of the tool.</li> <li>- Describe capabilities and use cases for Flow.</li> <li>- Describe capabilities and use cases for the approval process.</li> </ul>	<b>16%</b>

## Broaden Your Knowledge with Salesforce ADM-201 Sample Questions:

### Question: 1

A Roll-up Summary field can be created when which relationship field is already in place?

- a) Lookup relationship
- b) Hierarchical relationship
- c) Master-detail relationship
- d) Any of the above

**Answer: c**

### Question: 2

Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal.

How can a system administrator accomplish this?

(Choose one answer:)

- a) Notify the product manager using opportunity update reminders.
- b) Enable opportunity teams and allow users to add the product manager.
- c) Use similar opportunities to show opportunities related to the product manager.
- d) Enable account teams and allow users to add the product manager.

**Answer: b**

**Question: 3**

Where do you go to create a List View so that you can see it on the Console, under the Accounts object?

- a) Create a list view on the Console
- b) Create a list view on Accounts
- c) Create a list view on Contacts
- d) Create a field on the Console

**Answer: b**

**Question: 4**

Which of the following is true about Master-detail relationship fields on custom objects?

(Select two)

- a) Ownership and access to the child record are determined by the parent
- b) The child record can be optionally deleted when the parent record is deleted
- c) Up to two master-detail relationship fields can be created on a custom object
- d) The parent relationship field on the child record is optional

**Answer: a, c**

**Question: 5**

What should a system administrator use to disable access to a custom application for a group of users?

- a) Profiles
- b) Sharing rules
- c) Web tabs
- d) Page layouts

**Answer: a**

**Question: 6**

Which two statements about custom summary formulas in reports are true?

(Choose two answers)

- 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.

**Answer: b, d**

**Question: 7**

Which two should a system administrator consider before importing a set of records into Salesforce?

(Select two)

- a) The import file should include a record owner for each record.
- b) Currency field values will default to the personal currency of the record owner.
- c) Data should be de-duplicated in the import file prior to import.
- d) Validation rules are not triggered when importing data using the import wizard.

**Answer: a, c**

**Question: 8**

Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

Choose one answer:

- a) Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
- b) Create a lookup field from the manufacturer object to the model object.
- c) Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
- d) Create a multi-select picklist field that includes both manufacturers and models.

**Answer: c**

**Question: 9**

Which is a capability of the Cloud Scheduler?

(Select two)

- a) Allow a user to propose multiple meeting times
- b) Automatic propose meeting times based on Salesforce user calendars
- c) Sync a Salesforce calendar with an Outlook Calendar
- d) Custom brand different invitations per customer

**Answer: b, d**



**Question: 10**

Use a picklist to filter the values of one picklist based on the value of another picklist.

- a) Controlling
- b) Multi-select
- c) Dependent
- d) Independent

**Answer: a**

## Avail the Study Guide to Pass Salesforce ADM-201 Administrator Exam:

- Find out about the ADM-201 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the [ADM-201 syllabus](#), it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the ADM-201 training. Joining the Salesforce provided training for ADM-201 exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the [ADM-201 sample questions](#) and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. ADM-201 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

## Career Benefits:

- Passing the ADM-201 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

### **Here Is the Trusted Practice Test for the ADM-201 Certification**

VMExam.Com is here with all the necessary details regarding the ADM-201 exam. We provide authentic practice tests for the ADM-201 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on VMExam.Com for rigorous, unlimited two-month attempts on the [\*\*ADM-201 practice tests\*\*](#), and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Salesforce Certified Administrator.

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