



Free Questions for *ADX-201* by *dumpssheet*

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Question 1

Question Type: MultipleChoice

Cloud Kicks executives have noticed the opportunity Expected revenue Field displays incorrect values.

How Should the administrator correct this?

Options:

- A- Update the expected revenue associated with the stage.
- B- Adjust the forecast category associated with the stage.
- C- Modify the closed won value associated with the stage.
- D- Change the probability associated with the stage.

Answer:

D

Explanation:

Expected revenue is calculated as Amount x Probability. If the expected revenue field displays incorrect values, it means that the probability associated with the stage is not accurate. The administrator should change the probability to reflect the actual likelihood of closing the opportunity at that stage. Reference:

https://help.salesforce.com/s/articleView?id=sf.forecasts3_expected_revenue.htm&type=5

Question 2

Question Type: MultipleChoice

The administrator at cloud kicks is trying to debug a screen flow that create contacts. One of the variables in the flow is missing on the debug screen.

What could cause this issue?

Options:

- A- The available for input checkbox was unchecked.
- B- The flow is an inactive version
- C- The field type is unsupported by debugging.

D- The available for output checkbox was unchecked.

Answer:

A

Explanation:

To debug a screen flow that creates contacts, one of the possible causes for a variable missing on the debug screen is that the available for input checkbox was unchecked for that variable. This means that variable cannot be set by external sources such as debug inputs or URL parameters. To fix this issue, check this checkbox for any variable that needs to be set externally. The flow version or field type does not affect variable availability for input. The available for output checkbox only affects whether variables can be passed out of flows or subflows. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_ref_variables.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.flow_debugging.htm&type=5

Question 3

Question Type: MultipleChoice

The administrator at universal containers has a screen flow that helps users create new leads.

When lead source is "Search Engine", the administrator needs to require the user to choose a specific

a search engine from a picklist. If lead source is not "Search Engine", this picklist should be hidden.

How should the administrator complete this requirement?

Options:

- A-** Assign a decision element to direct the user to a second screen to hold specific search engine only when a lead source is "Search Engine".
- B-** Use an assignment element, one for when lead source is "Search Engine" and one for everything else.
- C-** Create a picklist for specific search engine, and set conditional visibility so that is only shown when lead source is "Search Engine".
- D-** Configure a picklist for specific search engine, and use a validation rule to conditionally show only when lead source is "Search Engine"

Answer:

C

Explanation:

To require users to choose a specific search engine from a picklist when lead source is "Search Engine", and hide it otherwise, the administrator should create a picklist for specific search engine on the same screen as lead source, and set conditional visibility so that it

is only shown when lead source is "Search Engine". This will make sure that users see only relevant fields based on their input. A decision element will create an extra screen that may disrupt user experience. An assignment element will not affect field visibility. A validation rule will not hide fields but only show errors when values are invalid. Reference:

https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_screen_components_picklist.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_screen_components_conditional_visibility.htm&type=5

Question 4

Question Type: MultipleChoice

Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.

How should the administrator deliver this requirement?

Options:

A- An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.

B- An autolaunched flow on the account page that updates all open orders shipping addresses whenever the account shipping addresses changes.

C- A screen flow on the order page that lets the reps choose the updated account shipping address in all open associated orders

D- A screen flow on the account page that lets the reps choose the updated account shipping address in all open associated orders

Answer:

D

Explanation:

To update the shipping address on selected orders associated with an account when the shipping address is changed on the account, the administrator should create a screen flow on the account page that lets the reps choose which orders they want to update with the new address. This will give them more control and flexibility over which orders are affected by the change. An autolaunched flow on either object will not allow reps to select specific orders, and may cause unwanted updates or errors. A screen flow on the order page will not be able to update multiple orders at once. Reference:

https://help.salesforce.com/s/articleView?id=sf.flow_build_screen.htm&type=5

Question 5

Question Type: MultipleChoice

Sales managers would like to know what could be implemented to surface important values based on the stage of the opportunity.

Which tool should an administrator use to meet the requirement?

Options:

- A- Dynamic forms
- B- Path key fields
- C- Opportunity processes
- D- Workflow rules

Answer:

B

Explanation:

To surface important values based on the stage of the opportunity, the administrator should use path key fields that display fields relevant to each stage along with guidance for success. Path key fields can be customized for each stage and can help users focus on

key information and actions as they move opportunities through the sales process. Dynamic forms, opportunity processes, and workflow rules are not designed to show values based on stages. Reference:

https://help.salesforce.com/s/articleView?id=sf.path_key_fields.htm&type=5

Question 6

Question Type: MultipleChoice

The sales team at Ursa Major Solar has asked the administrator to automate an outbound message.

What should the administrator utilize to satisfy the request?

Options:

- A- Process builder
- B- Task assignment
- C- Workflow rule

D- Flow builder

Answer:

C

Explanation:

To automate an outbound message, the administrator should use a workflow rule that defines the criteria for sending the message and the actions to perform when those criteria are met. One of the actions available for workflow rules is sending an outbound message to a designated endpoint URL with specified fields as parameters. Process builder, task assignment, and flow builder are not able to send outbound messages directly. Reference: https://help.salesforce.com/s/articleView?id=sf.workflow_define.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.workflow_action_outboundmessaging.htm&type=5

Question 7

Question Type: MultipleChoice

Cloud kicks has the organization-wide sharing default set to private on the shoe object. The sales manager should be able to view a report containing shoe records for all of the sales reps on their

team.

Which 3 items should the administrator configure to provide appropriate access to the report?

Choose 3 answers

Options:

- A- Custom report type.
- B- Folder access
- C- Report subscription
- D- Field level security

Answer:

A, B, D

Explanation:

To provide appropriate access to a report that contains shoe records for all of the sales reps on their team, the administrator should configure three items:

A custom report type that includes the shoe object and its fields

A folder access that grants access to the sales manager and their team members to view and run reports in that folder

A field level security that allows the sales manager and their team members to see all the fields on the shoe object Report subscription, while useful for scheduling and delivering reports, does not affect access to the report itself. Reference:

https://help.salesforce.com/s/articleView?id=sf.reports_builder_create_report_type.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.reports_manage_folders.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.admin_fls.htm&type=5

Question 8

Question Type: MultipleChoice

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

Options:

- A- Delete the lead and create a new contact and opportunity.
- B- Clone the lead and convert the cloned record to a contact.
- C- Convert the lead from the campaign member detail page.
- D- Add a contact from a campaign member detail page.

Answer:

C

Explanation:

To create a contact and an opportunity from a lead that is associated with a campaign, and keep the campaign member history, the administrator should convert the lead from the campaign member detail page. This will automatically create a contact, an account, and an opportunity that are linked to the campaign. Deleting, cloning, or adding a contact will not preserve the campaign member history.

Reference: https://help.salesforce.com/s/articleView?id=sf.campaigns_leads.htm&type=5

Question 9

Question Type: MultipleChoice

A user at Universal Containers left the company. The administrator needs to create new user

for their replacement, but they have assigned all available users licenses.

What should the administrator do to free up users licenses for the new users?

Options:

- A- Deactivate the former employees user record.
- B- Delete former employees user record.
- C- Freeze former employees user record.
- D- Change the formers users record to the new user.

Answer:

A

Explanation:

To free up user licenses for new users, the administrator should deactivate the former employees user record. This will prevent them from logging in and using Salesforce resources, but preserve their historical activities and data. Deleting or freezing user records will not release user licenses. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_usermgmt_licensing.htm&type=5

Question 10

Question Type: MultipleChoice

Universal Containers administrator has been asked to create a many-to-many relationship between two existing custom objects.

Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

Options:

- A- Create a junction with a custom object.
- B- Create two master detail relationships on the new object.
- C- Create two lookup relationships on the new object.
- D- Create URL fields on a custom object.

Answer:

A, B

Explanation:

To create a many-to-many relationship between two existing custom objects, the administrator needs to create a junction object that has two master-detail relationships, one to each of the custom objects. This will allow each record of one object to be linked to multiple records from another object and vice versa. Reference:
https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5

Question 11

Question Type: MultipleChoice

The administrator at cloud kicks has been ask to change the company's Shoe style field to prevent users from selecting more than one style on a record.

Which two steps should an administrator do to accomplish this?

Choose 2 answers

Options:

- A- Reactivate the appropriate Shoe Style values after the field type changes.
- B- Select the "Choose only one value "checkbox on the pick list field.
- C- Back-up the Shoe Style values in existing records.
- D- Change the field type from a multi-select picklist field to a picklist field.

Answer:

B, D

Explanation:

To prevent users from selecting more than one value on a picklist field, the administrator needs to change the field type from a multi-select picklist to a regular picklist, and select the "Choose only one value" checkbox on the field definition page. This will ensure that only one value can be selected on the record page and in reports and filters. Reference:

https://help.salesforce.com/s/articleView?id=sf.customize_picklists.htm&type=5

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