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Administration Essentials for Experienced Admin

Salesforce ADM-211

Version Demo

Total Demo Questions: 15

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Topic Break Down

Topic	No. of Questions
Topic 1, Volume A	100
Topic 2, Volume B	100
Topic 3, Volume C	100
Topic 4, Volume D	79
Total	379

QUESTION NO: 1

Which is NOT a place where Sales force Community can be implemented?

- A. Partner Portal
- B. Customer Portal
- C. Self-Service Portal
- D. Inside the Sales force application

ANSWER: C

QUESTION NO: 2

When add Time Trigger button is disabled {OR When we cannot add Time Trigger in Workflow}?

Choose 3

- A. Every time Record is create d or updated
- B. When Workflow is Active
- C. When Workflow is Inactive
- D. When workflow is Inactive but there is pending action in Queue

ANSWER: A B D

QUESTION NO: 3

Which tools provide SQL-like control in receiving data from Sales force?

Select all that apply:

- A. Reports
- B. Data leader
- C. Excel Connector
- D. Weekly export

ANSWER: B C

QUESTION NO: 4

In the context of the Data Quality Dashboard, what does it mean to have 100% as the score?

- A. All users have successfully logged in
- B. All data has been reviewed by each user
- C. All users have created at least 1 record
- D. All key fields have been populated

ANSWER: D

QUESTION NO: 5

When should you use APEX to solve a business problem?

Choose 2 answers.

- A. When attaching business logic to a web event
- B. When attaching business logic to a data event
- C. When processing one record at a time
- D. When processing multiple records at a time

ANSWER: B D

QUESTION NO: 6

In a global Sales force implementation, all sales teams must use the same sales process.

- A. True
- B. False

ANSWER: B

Explanation:

Sales processes can be created and customized for each different sales team/region, etc.

QUESTION NO: 7

What is an S-Control?

- A. A custom field that has dependent states
- B. A custom web page not hosted by SFDC
- C. Another name for a roll up summary
- D. None of the above

ANSWER: A B

QUESTION NO: 8 - (SIMULATION)

SIMULATION What are 4 tools available to increase Administrator productivity?

ANSWER: See the solution below

Explanation:

1. Schema Extract Tool
2. Explorer
3. Data Loader
4. Force.com Eclipse IDE

QUESTION NO: 9

When should you use Apex?

Select all that apply:

- A. Adding visual elements to the UI
- B. Attaching business logic to a data event (insert, update, delete)
- C. Augment behavior that applies when accessing data through the UI
- D. Have logic that executes regardless of where the event originates (UI/S- Control/Web services API)
- E. Want to process multiple records at the same time
- F. Use classes when coding Apex that will be used by other developers.

ANSWER: B D E F

QUESTION NO: 10

Which are examples of dirty data?

- A. Duplicate Records
- B. Spelling/punctuation mistakes
- C. Incomplete records
- D. Free text spelling errors
- E. All of the above

ANSWER: E

QUESTION NO: 11

What are some differences between Visual Force and S-Controls?

Choose the best answer.

- A. Complete control of UI
- B. Complete control of UI, easy to create code, more manageable
- C. Client side
- D. All of the above.

ANSWER: B

QUESTION NO: 12 - (SIMULATION)

SIMULATION

Describe how can you use Excel Connector in conjunction with custom reports to get the data you want?

ANSWER: See the solution below

Explanation:

1. Run the report from Excel using Connect for Office, then
2. Use the Excel Connector to manipulate and update data

QUESTION NO: 13

What triggers the Big Deal alert?

Select all that apply:

- A. Opportunity Amount
- B. Closing Date
- C. Sales process stage
- D. Probability Threshold

ANSWER: A D

QUESTION NO: 14

Where do I add IP addresses to the trusted set?

- A. Setup| Administration Setup |Security Controls| Network Access
- B. Setup| Administration Setup |Company Information
- C. Setup |Administration Setup |Users | Profiles
- D. Setup| Company Information

ANSWER: A

QUESTION NO: 15

When are Big Deal Alerts triggered?

- A. Upon the close data of the opportunity
- B. Upon the receipt of an opportunity update reminder
- C. Upon the Amount and Probability field thresholds being achieved
- D. Upon the time- based escalation of an opportunity approval process

ANSWER: C