

# **Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%**

1. 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 - ✓✓A. Profiles

2. 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?

- 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. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

3. 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?

- 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. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

# Salesforce Admin 201 Test Questions

**JR Anderson**



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*Agentforce* Martin Kihn, 2025-06-17. Introducing AI agents: the groundbreaking third wave of AI's integration in the workforce. *Agentforce: Harnessing the Agency of AI to Scale, Grow, and Lead Any Industry* tells you how companies can create and control their own AI agents and build a virtual workforce. It goes behind the scenes on how Salesforce built a platform to drive AI agents solving problems like hallucinations and bias through a framework that gives agents strict roles, data sources, actions, guardrails, and channels to reach customers. This book draws from extensive research and exclusive access to Salesforce's leaders and their ambitious plan to dominate the race to develop and own the AI agent space. In this book, readers will find information on AI agents as a third wave of AI development that goes far beyond simple chatbots and co-pilots through harmonized data, Retrieval-Augmented Generation (RAG), and Salesforce's innovative Atlas Reasoning Engine. Steps to develop prompt guidance, topic creation, areas of work, explicit instructions, and a menu of actions allowed. Salesforce customers such as Saks and OpenTable that are already using AI agents with success. The effects of AI and automation on the job market. *Agentforce: Harnessing the Agency of AI to Scale, Grow, and Lead Any Industry* is an indispensable forward-thinking resource on the subject for all leaders in business seeking to supercharge their organizations' initiatives through the latest developments in a rapidly advancing field.

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*Network World*, 2001-10-01 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce

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Introduction to Salesforce Administration and Configuration (SPADM-203) Steve Wasula, Stony Point, 2013-08-16 This book is designed to accompany the Introduction to Salesforce Administration and Configuration SPADM 203 class offered by Stony Point The book is simply a print out of the slides used in the class with room for a student to take notes A student in the class will learn basic and advanced administration configuration and development skills The book contains valuable real world scenarios discovery questions and exercises that may be useful for anyone preparing to sit for either the Salesforce Certified Administrator or the Force com Certified Developer exam Particularly useful are the 120 sample exam questions now included in the book To get full value out of the material Stony Point highly recommends taking the class instead of simply purchasing the book as a stand alone tool The class itself is delivered by a senior instructor with many years of real world experience as a Salesforce administrator and or a developer This class is specifically designed to

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## **Table of Contents Salesforce Admin 201 Test Questions**

1. Understanding the eBook Salesforce Admin 201 Test Questions
  - The Rise of Digital Reading Salesforce Admin 201 Test Questions
  - Advantages of eBooks Over Traditional Books
2. Identifying Salesforce Admin 201 Test Questions
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Salesforce Admin 201 Test Questions
  - User-Friendly Interface
4. Exploring eBook Recommendations from Salesforce Admin 201 Test Questions
  - Personalized Recommendations
  - Salesforce Admin 201 Test Questions User Reviews and Ratings
  - Salesforce Admin 201 Test Questions and Bestseller Lists
5. Accessing Salesforce Admin 201 Test Questions Free and Paid eBooks

- Salesforce Admin 201 Test Questions Public Domain eBooks
- Salesforce Admin 201 Test Questions eBook Subscription Services
- Salesforce Admin 201 Test Questions Budget-Friendly Options
- 6. Navigating Salesforce Admin 201 Test Questions eBook Formats
  - ePub, PDF, MOBI, and More
  - Salesforce Admin 201 Test Questions Compatibility with Devices
  - Salesforce Admin 201 Test Questions Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Salesforce Admin 201 Test Questions
  - Highlighting and Note-Taking Salesforce Admin 201 Test Questions
  - Interactive Elements Salesforce Admin 201 Test Questions
- 8. Staying Engaged with Salesforce Admin 201 Test Questions
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Salesforce Admin 201 Test Questions
- 9. Balancing eBooks and Physical Books Salesforce Admin 201 Test Questions
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Salesforce Admin 201 Test Questions
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Salesforce Admin 201 Test Questions
  - Setting Reading Goals Salesforce Admin 201 Test Questions
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Salesforce Admin 201 Test Questions
  - Fact-Checking eBook Content of Salesforce Admin 201 Test Questions
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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