

**100%** Money Back  
**Guarantee**

**Vendor:**Salesforce

**Exam Code:**ADM-211

**Exam Name:**Administration Essentials for  
Experienced Admin

**Version:**Demo

**QUESTION 1**

What triggers the Big Deal alert?

Select all that apply:

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

Correct Answer: AD

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**QUESTION 2**

What cannot be customized in Content?

- A. Search Layouts
- B. Half-life
- C. Page Layout
- D. Communities

Correct Answer: C

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**QUESTION 3**

An administrator would like to compare a field or expression to a list of static values. Which of the following functions should be used?

- A. ISNUMBER
- B. CONTAINS
- C. TRIM
- D. VALUE

Correct Answer: B

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**QUESTION 4**

Where can you find the Forcc.com IDE tool?

- A. Setup| Create | Apps
- B. Setup| Create | Packages
- C. Setup |Develop | Tools
- D. Setup Develop I API

Correct Answer: C

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#### QUESTION 5

When would you use APEX?

Choose 2 answers.

- A. When you need to process one record at a time
- B. If you want to attach business logic to a data event
- C. Use classes when coding APEX that will be used by other developers
- D. When you can use a custom formula field

Correct Answer: BC

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#### QUESTION 6

Why is the "My" versus "All" reporting critical to successful global adoption?

Correct Answer: To create as few reports as possible. The "my" feature automatically limits reports to show each individual user's information. This saves the effort of creating individual reports for each user, then further modified by localization, etc.

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#### QUESTION 7

What is the sequence of Workflow action?

- A. Don't remember wrong options
- B. Field Update. Task, Email, Outbound Message

Correct Answer: B

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#### QUESTION 8

Sales force will automatically archive older activities that meet certain criteria (for example, events with due dates

greater than 365 days). Where does a user go to view these records?

- A. Recycle Bin
- B. Activity history related list
- C. Activities home page view
- D. Storage usage link under Setup

Correct Answer: B

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#### **QUESTION 9**

File Attachment count towards complimentary data storage.

- A. True
- B. False

Correct Answer: B

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#### **QUESTION 10**

What is true about Custom Button?

Choose 2

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

Correct Answer: AC

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#### **QUESTION 11**

What is true about Territory Assignment Rule?

Choose 2

- A. Rules Run when an Account updated or created via Connect offline
- B. Rules Run If an account created by Sales force Mobile
- C. Rules Run when duplicate accounts merged.
- D. Rules Run when products updated in Opportunity.

Correct Answer: BC

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**QUESTION 12**

Which element would you use to route the flow differently based on whether the customer is interested in the product promotion, shipping promotion, or not interested?

- A. Step
- B. Screen
- C. Decision
- D. Assignment

Correct Answer: C